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SUPPLY OPERATIONS

SUMMARY

The present document reviews UNICEF supply operations in 1992. It describes activities and workload, highlighting supply volumes and trends. Dollar figures describe approximate volumes only. The annexes provide statistical data supporting the discussion. All figures used are based on the latest data available at the time of printing and may not be final.

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GLOSSARY

Issue orders: Documents to record the issue of supplies from the Supply Division warehouse inventory.

Purchase orders: Documents issued by UNICEF to suppliers that formalize agreed terms for the purchase and delivery of supplies.

Procurement services: UNICEF assistance to Governments, United Nations agencies and non-governmental organizations (NGOs) working in fields benefiting children by undertaking procurement of goods and services on request and on a cost prepaid basis. A small handling charge is added by UNICEF to the cost of the supplies and services to cover the cost of extra administration and documentation.

Supply call-forward: A document issued by field offices specifying the supply component of programme assistance and including estimated cost and required delivery date. When received by Supply Division, procurement and/or warehouse action is initiated.

INTRODUCTION AND OVERVIEW

1. The supply operations of UNICEF account for some 50 per cent of the dollar value of programme assistance. Supply Division also provides procurement services, as support to developing countries, to Governments, donors, NGOs and other agencies. All supply operations involve Supply Division, whether related to procurement in developing countries, to supplies provided through the UNICEF warehouse at Copenhagen or to purchases for direct delivery from suppliers to country programmes.
2. In 1992, the thirtieth anniversary of the presence of Supply Division in Denmark, as well as the creation of the Copenhagen warehouse facility, was celebrated. It was also a year marked by tremendous growth in supply assistance provided to programmes and procurement services' customers which increased by some 22 per cent over 1991 to \$372 million. The increased level of assistance is due in part to the large demands for emergency supplies which have been received throughout the year.
3. During 1992, Supply Division continued to respond to the needs of the organization and further evolved procedures and systems to improve response to programme requirements. Electronic data processing (EDP) hardware has been upgraded recently to provide additional capacity and to permit the implementation of new computer systems that will provide the operational capacity for the next few years. Long-term requirements for vaccines and essential drugs continue to be covered by the establishment of arrangements covering forecast needs for a period of at least 12 months ahead.
4. Efforts to broaden the base of suppliers available to UNICEF continued both in developing and, with special emphasis on the underutilized major donor countries, in industrialized countries. Within the United Nations system, Supply Division continues to work closely with the United Nations Development Programme/Inter-Agency Procurement Services Office (UNDP/IAPSO) in matters related to the coordination of United Nations procurement activities.
5. In 1992, IAPSO moved into its new offices in the west wing of the extension made to the existing UNICEF offices. The east wing extension is occupied by UNICEF staff. The extension to the buildings was provided by the Government of Denmark. The completed facility was inaugurated by Mr. Poul Schluter, former Prime Minister of Denmark, in the presence of the Administrator of UNDP and the Executive Director of UNICEF in a ceremony attended by parliamentarians, members of the diplomatic community and the press.

I. SUPPLY WORKLOAD (EXCLUDING FREIGHT) 1/

6. The demand for supplies and equipment to be delivered directly from suppliers during 1992 was \$329 million. This was composed of supply call-forwards for UNICEF-supported programmes amounting to \$313 million and requests for procurement services amounting to \$16 million.
7. Requests for standard items to be delivered through the warehousing and packing operations totalled \$98 million, of which \$37 million were from

procurement services' customers. To satisfy this demand, production output in 1992, together with the work in progress at the end of 1991, amounted to approximately \$94 million. The work in progress for standard items remaining at 31 December 1992 amounted to \$30 million.

II. PURCHASE ORDERS

8. In 1992, UNICEF placed purchase orders with a total value of \$372 million, 2/ compared with \$304 million in 1991. Included in this figure are \$85 million for replenishment of the warehouse inventory and \$15 million for procurement services undertaken by UNICEF for direct shipments to various Governments, United Nations agencies and NGOs. Purchase orders were placed with approximately 3,100 suppliers in over 140 countries for delivery to programmes, customers and the Copenhagen warehouse. A total of 25,100 purchase orders was placed, with an average value of \$14,800 per order (see annex I).

III. DEVELOPING COUNTRY PROCUREMENT

9. As part of the development of coordinated procurement within the United Nations system, UNICEF has adopted the UNDP definition of a developing country, as this is used in all reports on developing country procurement issued by the IAPSO. Based on this definition, procurement in developing countries amounted to \$107 million, or 29 per cent of 1992 total procurement value.

IV. MAJOR COMMODITIES PURCHASED

10. Major commodities purchased included vaccines and related equipment for universal child immunization (UCI), (\$96 million), essential drugs (\$61 million), vehicles and spare parts (\$38 million), water supply and sanitation equipment and supplies (\$36 million), printing equipment and paper products (\$18 million), computer equipment and office supplies (\$16 million), and hospital, school and office furniture (\$13 million) (see annex II).

V. PRICE DEVELOPMENTS

11. The unit value index of manufactured goods exports 3/ for developed countries increased from 131 at the third quarter of 1991 to 145 at the third quarter of 1992. An analysis of 1992 purchase prices for items for the warehouse inventory compared with those of 1991, indicated an overall increase of approximately 2 per cent. These figures are based on the conversion of the various currencies of purchase to the United States dollar, which has varied in value since the beginning of 1992.

VI. PROCUREMENT SERVICES (EXCLUDING FREIGHT)

12. Procurement services activities (including warehouse issues) for other United Nations agencies, Governments and voluntary organizations amounted to \$52 million, of which \$40 million was delivered from the warehouse. More than

150 Governments, United Nations agencies and NGOs used UNICEF procurement services. Fees to cover handling costs were collected against 1992 shipments and amounted to some \$2,401,100. A listing of procurement services activity in 1992 is provided in annex III.

VII. EMERGENCIES

13. Participation by the Supply Division in emergency activities continued at a high level during 1992. Some \$75 million, or 23 per cent of total supply assistance, were provided, including some \$13 million provided by the warehouse. The largest amounts of emergency supplies were provided to Somalia, the former Yugoslavia, Afghanistan, Mozambique, Liberia, the Sudan, Somalia and Iraq, among others.

VIII. SHIPMENTS

14. The shipping sections in New York and Copenhagen processed a total of 16,100 shipments equivalent to 67,800 metric tons and valued at \$349 million. The freight/value ratio (excluding inward shipments to the warehouse at Copenhagen) decreased from 13.6 per cent in 1991 to 11.6 per cent in 1992 due primarily to a smaller number of full charter air shipments.

Notes

1/ Call-forwards and other supply operations are described in "An overview of UNICEF policies, organization and working methods" (E/ICEF/670/Rev.3). (A revised version of the "overview" will be available later in 1993.)

2/ Statistical information is provided in annexes I to IV to the present document listing UNICEF suppliers in 1992 by value and country, supply delivery by country of destination, procurement services and procurement in developing countries and major commodity groups purchased.

3/ United Nations, Monthly Bulletin of Statistics (advance information as of December 1992). The index is derived from national unit value indices and their conversion from national currencies into United States dollars.

Annex I

VALUE OF PURCHASE ORDERS PLACED FOR SUPPLIES AND EQUIPMENT IN 1992
BY COUNTRY OF PURCHASE AND MAJOR SUPPLIERS (ORDERS TOTALLING \$50,000 OR MORE)

(INCLUDING PROCUREMENT SERVICES, EXCLUDING PROVISION FOR FREIGHT)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
ABU DHABI	1			35 400
AFGHANISTAN				197 900
MR. A. RAHM	2	128 100	PUMPS, WATER	
OTHER SUPPLIERS	24	69 800		
ALBANIA	1			4 300
ANGOLA	66			108 200
ARGENTINA				143 800
MCLEAN SAICIA	2	115 100	REFRIGERATORS	
OTHER SUPPLIERS	8	28 700		
AUSTRALIA				946 300
DYNEK PTY. LIMITED	14	350 200	NEEDLES, SUTURES	
MALCOLM THOMPSON,				
PUMPS PTY. LTD.	2	244 700	WATER PUMPS	
PPI INDUSTRIES LTD.	2	173 800	POLYETHYLENE WATER PIPES	
OTHER SUPPLIERS	27	177 600		
AUSTRIA				5 484 100
BIOCHEMIE GMBH	43	4 644 900	ESSENTIAL DRUGS	
AOWS, RUDOLF.				
SROFFNER GMBH	1	303 700	STEEL CASING PIPES	
HYDROTECHNIK GMBH	1	250 800	WATER TREATMENT EQUIPMENT	
ERNST VOGEL	3	63 100	WATER PUMPS	
GEROT PHARMAZEUTIKA	1	62 300	ESSENTIAL DRUGS	
BUERSTENFABRIK,				
EDUARD FRIEB G.M.B.H.	4	55 600	HOSPITAL EQUIPMENT	
OTHER SUPPLIERS	23	103 700		
BANGLADESH				7 055 200
ISPAHANI MARSHALL LTD.	2	1 358 700	PHARMACEUTICAL PACKAGING	
ESS. DRUGS CO. LTD.	8	632 400	ESSENTIAL DRUGS	
OVI INTERNATIONAL	1	365 000	CEMENT	
M/S ROBIN PRINTING				
AND PACKAGES LIMITED	13	286 300	PRINTING SERVICES	

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Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/ 	Total purchase order value (United States dollars)
BANGLADESH (continued)				
GONOSHASTHAYA PHARMACEUTICALS LTD.	3	278 400	PHARMACEUTICAL PRODUCTS	
TEJGAON ENGINEERING COMPANY LIMITED	5	274 000	WATER PUMPS	
MOLLAH PVC PIPE	5	250 300	PVC PIPES	
MIRPUR AGRICULTURAL WORKSHOP	2	247 000	WATER PUMPS SAGAR PLASTIC	
INDUSTRIES LTD.	2	190 100	PLASTIC HOUSEWARE	
PIONEER PRINTING	14	172 400	PRINTED MATTER	
NATIONAL PLASTIC INDUSTRIES LTD.	1	169 400	PVC PIPE	
UNIDEV LIMITED	29	152 100	PERSONAL COMPUTERS	
NATIONAL ORAL REHYDRATION PROJECT	2	143 300	CHEMICALS FOR ORAL REHYDRATION SALTS	
MESSRS. LIRA INDUSTRIAL ENTERPRISE	3	138 100	PVC PIPE	
AZAHAR BROTHERS CO.	1	112 600	ORS	
BANGLADESH PROGRESSIVE ENTERPRISE PRESS	4	101 100	PRINTED MATTER	
MESSRS MOHAMMADI ENGINEERING WORKS LTD.	2	119 500	WATER PUMPS	
FARMLAND ENG. LTD.	1	101 000	WATER PUMPS	
RANGPUR FOUNDRY LTD.	4	96 200	WATER PUMPS	
MONI OFFSET PRESS	8	93 700	PRINTED MATTER	
BANGLADESH SCHOOL TEXT BOOK BOARD	7	92 800	PRINTING SERVICES	
KHALIDA FILTER & IRON INDUSTRIES	5	86 600	PVC PIPE	
REKHAYON	4	82 100	PRINTED MATTER	
EDEN PRESS	8	72 900	PRINTED MATTER	
HAQUE TRADERS	6	71 400	SURGICAL INSTRUMENTS	
ISAPHANI MARSHALL LTD.	1	70 600	ORS PRODUCTION EQUIPMENT	
DIRECTOR GENERAL	2	58 300	PRINTING SERVICES	
AL-ASIF ENGINEERING	1	50 500	WATER PUMPS	
OTHER SUPPLIERS	201	1 188 400		
BARBADOS	22			51 900
BELGIUM				11 630 600
SMITHKLINE BEECHAM BIOLOGICALS S.A.	136	7 268 300	VACCINES	
BECTON DICKINSON	35	1 431 000	SYRINGES AND NEEDLES	
LABORATORIA WOLFS	66	1 123 500	ESSENTIAL DRUGS	
CERESTAR EXPORT	18	593 000	BULK GLUCOSE	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
BELGIUM (continued)				
ATLAS COPCO BELGIUM S.A.	32	310 300	COMPRESSORS	
PURNA PHARMACEUTICALS	2	183 300	ESSENTIAL DRUGS	
MOTOR CARE	3	111 600	VEHICLE PARTS AND ACCESSORIES	
HACH EUROPE S.A.	20	102 000	BASIC CHEMICALS	
MANUCHAR	5	86 300	ELECTRICAL EQUIPMENT	
TERUMO CORPORATION	8	70 700	HYPODERMIC NEEDLES	
OTHER SUPPLIERS	66	350 600		
BELIZE	18			25 100
BENIN	32			77 300
BHUTAN	31			111 500
BOLIVIA				1 664 400
INDUSTRIA DE MUEBLES				
KORY PUNKU	36	510 900	PVC PIPE	
CENTRO DE PROMOCION				
RURAL "JESUS MARIA"	6	92 700	BUILDING MATERIALS	
TOYOTA BOLIVIANA LTDA	12	80 800	TYRES	
COASIN BOLIVIA SRL	15	52 900	PERSONAL COMPUTERS	
CEDEAGRO	4	51 300	BUILDING MATERIALS	
FERRETERIA NICHOLSON	11	50 200	BUILDING MATERIALS	
OTHER SUPPLIERS	436	825 600		
BOTSWANA				446 400
LESUMA TRADING				
COMPANY (PTY) LTD.	3	352 500	STOVES, ELECTRIC	
OTHER SUPPLIERS	20	93 900		
BRAZIL				749 700
OBRA SOCIAL NOSSA				
SENHORA DA GLORIA	4	417 600	ORS	
OTHER SUPPLIERS	144	332 100		
BULGARIA	3			72 300
BURKINA FASO	139			132 400
BURUNDI				371 100
UTEMA TRVHYDRO BURUNDI	14	125 800	STEEL PIPE AND FITTINGS	
ECODI	3	57 400	CEMENT, PORTLAND	
OTHER SUPPLIERS	102	187 900		

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
CAMEROON	51			108 000
CANADA				7 511 700
CONPHARMA VACCINES LTD.	138	2 727 800	VACCINES	
CONNAUGHT LABORATORIES LTD.	85	2 657 500	VACCINES	
IMMUNOLOGY INTERNATIONAL LIMITED	37	1 126 600	VACCINES	
APOTEX INC.	9	574 900	ESSENTIAL DRUGS	
NOVOPHARM LTD.	3	109 600	ESSENTIAL DRUGS	
CANADIAN COMMERCIAL CORP.	5	108 400	PVC PIPES, WATER	
GENPAK	3	75 800	PLASTIC EATING UTENSILS	
OTHER SUPPLIERS	20	131 100		
CAPE VERDE	1			11 300
CENTRAL AFRICAN REPUBLIC				159 900
PETROCA	19	116 000	PETROL (GASOLINE)	
OTHER SUPPLIERS	125	43 900		
CHAD	64			71 400
CHILE	13			581 100
CHINA				3 671 100
SHANGHAI MEDICINES & HEALTH PRODUCTS	57	911 800	HYPODERMIC NEEDLES, ORS	
SHANGHAI INSTRUMENTATION AND ELECTRONICS	15	365 400	LABORATORY EQUIPMENT	
CHINA NAT. MEDICAL EQUIPMENT & SUPPLIES	33	597 700	HOSPITAL FURNITURE	
CHINA NATIONAL MACHINERY IMP/EXP CORP.	11	484 600	PVC PIPE AND FITTINGS	
BEIJING STONE OFFICE EQUIPMENT	31	188 800	OFFICE EQUIPMENT	
CHINA TIANJIN INSTRUMENTS COMPANY	1	158 000	MUSICAL INSTRUMENTS	
CHINA NATIONAL LIGHT INDUSTRIAL FACTORY OF SCIENTIFIC & TEACHING INSTRUMENTS	16	154 500	GROWTH MONITORING EQUIPMENT	
FACTORY OF & TEACHING INSTRUMENTS	4	118 100	AUDIO-VISUAL EQUIPMENT	
FACTORY OF ELECTRONIC INSTRUMENTS	5	88 100	APTITUDE TESTING APPARATUS	
FACTORY OF INSTRUMENTS	5	82 000	MEASURING AND TESTING INSTRUMENTS	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
CHINA (continued)				
CHINA GREAT WALL GROUP IMP & EXP	7	63 200	PERSONAL COMPUTERS	
QINGHUA UNIVERSITY	1	53 300	TELEVISION SETS	
OTHER SUPPLIERS	97	405 600		
COLOMBIA *				253 300
INDESCON - INTERNACIONAL DE SISTEMAS	12	61 100	REFRIGERATORS	
OTHER SUPPLIERS	36	192 200		
CONGO	3			5 100
COSTA RICA	73			146 400
COTE D'IVOIRE	112			190 500
CROATIA				1 696 600
PLIVA MARKETING FOOD	15	739 800	FOOD PRODUCTS, ESSENTIAL DRUGS	
PODRAVKA	8	403 300	FLOUR, WHEAT	
MTC CAKOVEC	2	177 400	CLOTHING	
ZDENKA	4	165 700	DRIED MILK	
OTHER SUPPLIERS	6	210 400		
CUBA	4			72 200
CYPRUS				486 100
MEDOCHEMIE CYPRUS LTD.	1	473 400	ESSENTIAL DRUGS	
OTHER SUPPLIERS	4	12 700		
CZECHOSLOVAKIA				201 300
PRAGOEXPORT	8	52 600	ERASERS	
OTHER SUPPLIERS	14	148 700		
DENMARK				22 966 000
VESTFROST A/S	53	6 512 200	COLD-CHAIN EQUIPMENT	
DAN BLENDS A/S	12	1 209 900	ORS	
DANSU A/S	6	1 026 300	ESSENTIAL DRUGS	
ABC HANSEN	8	899 700	GRINDING MILLS	
ENGELHARDT A/S	12	874 800	MILK POWDER	
OXFORD BISCUIT FA A/S	5	792 000	SUPPLEMENTARY FOOD	
THE BORDEN COMPANY A/S	2	792 000	DRIED MILK	
POLYSHEET A/S	8	773 900	TARPAULINS	
INGERSOLL RAND	19	660 800	DRILLING RIGS	
TOYOTA DANMARK A/S	104	515 500	VEHICLE PARTS AND ACCESSORIES	

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Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item a/ Total purchase order value (United States dollars)
DENMARK (continued)			
MOTOROLA A/S	19	447 500	RADIO TRANSCEIVERS
GRUNDFOS INT. A/S	24	393 700	WATER PUMPS
DATALOG A/S	8	381 200	MINI-COMPUTERS
JYSK SENGETOEJSLAGER	4	324 100	CLOTHING
H JESSEN JURGENSEN A/S	20	289 300	COLD-CHAIN EQUIPMENT
EAC, THE EAST			
ASIATIC CO., LTD.	7	257 200	PRINTING MACHINERY
A/S CROWN GUMMED PAPER	11	226 000	PLASTIC BAGS
KJAER & KJAER WORLDWIDE A/S	43	214 900	STATIONERY ARTICLES
JORGEN LARN VINDUESPOLERING	1	206 300	OFFICE MAINTENANCE
MILCO INT. AMBA	8	191 000	MILK POWDER
K. VESTERGAARD FRANDSEN A/S	7	185 300	BLANKETS
DEUTZ-SERVICE DANMARK	28	172 700	ENGINES AND PARTS
ATLAS COPCO			
KOMPRESSORTEKNIK A/S	5	166 700	COMPRESSORS
ASIK APS	6	164 300	SYRINGES
3 M A/S	8	160 100	BANDAGES
FOSTER SCANDIA	10	141 200	REFRIGERATING OR FREEZING ROOMS
MAN B & W DIESEL A/S	1	129 200	ELECTRICAL EQUIPMENT
RANK XEROX A/S	9	123 500	PHOTOCOPIERS
SANDVED DAIRIES A/S	1	123 100	ORS
AXEL KETNER COPENH.	22	114 700	AUTOMOTIVE WORKSHOP EQUIPMENT
ELECTROLUX CONSTR. A/S	5	114 000	WAREHOUSE RACKING AND BINS
UNITRUCK A/S	4	112 400	FORKLIFT TRUCK
HUGO V. LARSEN	20	109 800	PRINTING SUPPLIES
BROEDR. JOERGENSEN			
INTERNATIONAL A/S	5	100 600	DETERGENTS
AMBU INTERNATIONAL	7	99 200	ANATOMICAL MODELS
GLORIOUS ENTERPRISES	19	97 500	SURGICAL INSTRUMENTS
MARUBENI SCANDINAVIA AB	4	93 100	TYRES
TREFFCO A/S	16	85 300	DRILLING RIG SPARES
PETER JUSTESEN CO. A/S	43	84 900	CAMERAS, TELEVISION AND VIDEO
PHARMA-VINCI A/S	7	78 200	ESSENTIAL DRUGS
COLON OEST	11	74 900	CORRUGATED PAPER CARTONS
CUTISAN LAB. A/S	8	72 200	BABY CARE PRODUCTS
LEIF SOEBORG PAPIR			
OG TRYK APS.	11	66 700	PRINTING SERVICES
KEMP AND LAURITZEN	1	63 800	OFFICE MAINTENANCE AND REPAIR
LUXO LAMPER A/S	6	60 500	HOSPITAL LAMPS
FERROSAN INT. AS	12	60 000	ESSENTIAL DRUGS
NOERHAVEN A/S	6	59 600	PRINTING SERVICES
MADSEN ELECTRONICS A/S	3	59 100	HEARING AIDS
GRAFISKE LOESNINGER A/S	21	58 200	PRINTING AND BOOKBINDING

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
DENMARK (continued)				
SKANDINAVISK				
TELEINDUSTRI SKANTI A/S	1	57 400	RADIO TRANSCEIVERS	
SCANDINAVIAN				
STAINLESS STEEL	3	55 400	HOSPITAL UTENSILS	
BUKKEHAVE (CHR) & SON	2	54 100	VEHICLES	
OTHER SUPPLIERS	809	2 780 000		
DOMINICA	2			4 700
DOMINICAN REPUBLIC	17			53 100
ECUADOR	178			432 400
EGYPT				790 000
RIVA COMPANY FOR				
MEDICAL PLASTIC PROD.	1	245 000	HYPODERMIC NEEDLES	
EGYPTIAN LIGHT				
TRANSPORT MAN.	1	108 300	MOTORCYCLES AND SPARES	
MOSTAFA AHMED				
EL-KATATNY'S FACTORY	1	58 900	TENTS	
OTHER SUPPLIERS	74	377 800		
EL SALVADOR	92			220 800
EQUATORIAL GUINEA	16			49 500
ETHIOPIA				2 126 100
FAFFA FOOD FACTORY	4	1 225 900	FOOD PRODUCTS	
KOTEBE METAL TOOLS FA.	3	138 100	HAND TOOLS	
ASHENAFI TIRUNEH,				
OFFICE & HOUSEHOLD FUR	3	76 800	OFFICE FURNITURE	
AGIP (ETHIOPIA) S.CO.	4	69 400	PETROL (GASOLINE)	
ETHIOPIAN RED CROSS SOC.	2	69 300	GARDEN TOOLS	
MINISTRY OF HEALTH	2	52 700	CEMENT	
ARTISTIC PRINTERS	6	51 600	PRINTING SERVICES	
OTHER SUPPLIERS	84	442 300		
FINLAND				9 588 800
KAUKO-SPICERS OY	4	4 016 200	PRINTING PAPER	
FINNSUGAR LTD.	9	1 486 200	ORS	
HUURRE OY	22	835 700	REFRIGERATING OR FREEZING ROOMS	
UNITED PAPER MILLS LTD.	16	530 800	EXERCISE BOOKS	
AB CROWN PRODUCTS OY	6	399 600	BLACKBOARDS	
OY E. SARLIN AB	3	338 400	WATER PUMPS	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
FINLAND (continued)				
PAINOTALO AURANEN OY	11	331 800	PRINTING SERVICES	
KWH PIPE LTD. EXPORT	4	259 900	PVC PIPE AND FITTINGS	
ENSO-GUTZEIT OY	5	230 700	PAPER, PHOTOCOPYING	
VALIO FINNISH CO.	5	226 200	INFANT FORMULA	
NIRA/VAMMALAN KONEPAJA INC.	11	204 000	WATER PUMPS	
FINDETRA OY	5	159 600	GROWTH MONITORING EQUIPMENT	
VALTION PAINATUSKESKUS	2	138 200	PRINTING SERVICES	
ORION PHARMACEUTICA	7	127 600	ESSENTIAL DRUGS	
LILJENDALS BRUK AB	1	86 100	PACKING MACHINERY	
OTHER SUPPLIERS	24	217 800		
FIJI	46			75 100
FRANCE				31 313 500
PASTEUR MERIEUX				
SERUMS & VACCINS	417	20 111 300	VACCINES	
SEDAPHARM	38	3 374 000	ESSENTIAL DRUGS	
LABORATOIRES GUERBET	38	1 844 000	IODIZED OIL	
SOVEMA	11	1 045 100	PIPE INSTALLATION ACCESSORIES	
LABORATOIRES RENAUDIN	36	929 100	ESSENTIAL DRUGS	
SEDAT S.A.	11	555 800	SYRINGES	
OMYACOLOR	7	306 900	CLASSROOM SUPPLIES	
RENAULT VEHICLES	1	299 400	VEHICLES	
POMPES MAUPU INT.	3	297 600	WATER PUMPS	
COMPAGNIE EUROPEENNE				
D'EXPORTATION	6	292 900	CLOTHING	
KAYERSBERG PACKAGING	15	267 400	CORRUGATED PAPER CARTONS	
COMPTOIR DE VENTE	3	203 500	ESSENTIAL DRUGS	
SODEXA	14	201 500	VEHICLES	
SOFIP EXPORT	31	115 600	STATIONERY ARTICLES	
GALINET S.A.	3	110 400	WORKSHOP EQUIPMENT	
JAMMET DIETETIQUE	1	104 600	BABY FOOD	
PANPHARMA LABORATORIES	2	101 900	ESSENTIAL DRUGS	
GROUPE TERRAILLON	1	87 500	RESUSCITATORS, RESPIRATORS	
ARJOBEX S.N.C.	2	82 600	SYNTHETIC PAPER	
DUNLOP S.A.,				
DIVISION PNEUMATIQUES	18	76 400	TYRES	
SERVICE EUROPEEN				
DE DIFFUS. DES INVENT.	3	75 100	DIAGNOSTIC INSTRUMENTS	
BIO MERIEUX	2	67 900	LABORATORY EQUIPMENT	
S.A.P.	20	54 700	VEHICLE PARTS AND ACCESSORIES	
OTHER SUPPLIERS	132	708 300		
GAMBIA	23			71 500

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
GERMANY				31 368 400
HOECHST AG	133	6 089 800	VACCINES	
SANAVITA	25	3 040 500	ESSENTIAL DRUGS	
KBI KUNSTOFFBEUTEL PROD. GMBH	22	2 798 200	ORS	
BUDZINSKY + HOER OHG	12	2 360 300	BLANKETS	
B BRAUN MELSUNGEN AG	24	2 247 700	ESSENTIAL DRUGS	
MERCEDES-BENZ AG	23	1 878 400	VEHICLE PARTS AND ACCESSORIES	
LOMAPHARM-RUDOLF LOHMANN KG	20	1 624 800	ESSENTIAL DRUGS	
ROTEXMEDICA GMBH	25	1 580 800	ESSENTIAL DRUGS	
HELM PHARMA. GMBH	25	1 044 300	GAUZE CLOTH	
PREUSSAG A.G.	18	569 700	WATER PUMPS	
B BRAUN MELSUNGEN INTERNATIONAL GMBH	9	559 400	ESSENTIAL DRUGS	
PHARMA - GUMMI WIMMER WEST GMBH	2	535 000	FOOD PRODUCTS	
KSB AG	9	520 000	WATER PUMPS	
FRESENIUS AG	6	505 500	ESSENTIAL DRUGS	
KOMROWSKI STAHLHANDEL GMBH & CO.	13	402 000	STEEL WATER PIPES	
HENKE SASS WOLF GMBH	6	355 700	SYRINGES AND NEEDLES	
CHEMISCHE FABRIK KIRSCH SEYFERT	15	324 800	SODIUM CHLORIDE	
WELLPAPPE GMBH & CO.	18	316 600	CORRUGATED PAPER CARTONS	
ASTA MEDICA AG	1	271 900	ESSENTIAL DRUGS	
PUMPEN-BOESE KG	5	234 300	PVC CASING PIPES	
ANDREAS HETTICH	11	222 500	DRIERS,CENTRIFUGAL	
STROM-PHARM	4	214 900	SYRINGES	
ANSELL INT. GMBH	7	178 000	LATEX GLOVES	
CHEMPATEX AUSSENHANDELS G.M.B.H.	9	170 800	LATEX GLOVES	
JUSTUS PERTHES	5	170 000	MAPS	
STROMEYER INNOVATION	7	168 300	TENTS	
VOGEL & HALKE GMBH & CO.	2	165 300	GROWTH MONITORING EQUIPMENT	
E. MERCK AG	5	160 800	ESSENTIAL DRUGS	
KARL GRAMM OHG	2	126 000	BANDAGES	
MEMMERT GMBH & CO. KG	7	125 200	STERILIZERS	
KLUSER GMBH	1	118 100	PIG IRON	
HAGEMANN & PARTNER	4	110 400	ANATOMICAL CHARTS	
KUNERT WELLPAPPE	7	106 700	CORRUGATED PAPER CARTONS	
TEXTILWERK AUGUST MOHR	4	100 500	UMBILICAL TAPES	
KINDERMANN AND CO.	11	99 700	SLIDE PROJECTORS	
SIEMENS AG	1	93 300	DIAGNOSTIC APPARATUS	
KARL WISSNER GMBH	10	92 600	CLASSROOM SUPPLIES	

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Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
GERMANY (continued)				
MAN MILLER DRUCKMASCHINEN	5	80 000	SPARE PARTS	
ROVEMA VERPACKUNGSMASCHINEN GMBH	6	73 800	DRUG PACKAGING MACHINES	
RUDOLF RIESTER & CO. KG	3	65 000	DIAGNOSTIC EQUIPMENT	
F.A. WILLY RUESCH & CO. KG	4	64 000	RUBBER, TUBES	
VOLKSWAGENWERK AG	3	63 700	VEHICLE PARTS AND ACCESSORIES	
RITZ PUMPENFABRIK GMBH	1	58 300	WATER PUMPS	
PAUL SCHOENDORF METALLWAREN GMBH	8	55 600	STERILIZERS	
JOHS RIECKERMANN	7	55 300	PRINTING MACHINERY	
SIEGFRIED KRUEGER GMBH	10	51 800	VEHICLE PARTS AND ACCESSORIES	
OTHER SUPPLIERS	323	1 118 100		
GHANA				396 800
YAMENS ENTERPRISE	5	52 300	PRINTING	
OTHER SUPPLIERS	76	344 500		
GRENADA				7 700
GUATEMALA				683 200
TUBOFORT	3	182 300	PVC PIPE	
TUBOVINIL, SA	3	154 500	PVC PIPES	
PAHO/WHO	5	131 400	DRUGS REFERENCE STANDARDS	
OTHER SUPPLIERS	110	215 000		
GUINEA				144 200
GUINEA-BISSAU				189 400
GUYANA				66 200
HAITI				155 600
HONDURAS				245 300
HONG KONG				2 384 300
A. ANDREWS & CO. LTD.	391	914 400	STATIONERY AND VIDEO ARTICLES	
RICHARD KWAN ORIENTAL SUPPLIERS LTD.	144	717 000	CAMERAS, TELEVISION AND VIDEO	
D. CHARLES MAIL ORDER LIMITED	44	291 400	PHOTOCOPIERS	
MONERAY INT. LTD.	1	140 000	RESUSCITATORS, RESPIRATORS	
OLYMPIA OFFICE MACHINE	21	113 200	TYPEWRITER RIBBONS	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
HONG KONG (continued)				
UNITED INTERNATIONAL SUPPLIERS LTD.	20	68 700	AIR-CONDITIONERS	
SINGER EXPORT	6	57 900	SEWING MACHINES	
OTHER SUPPLIERS	16	81 700		
HUNGARY				3 882 200
MEDIMPEX	33	3 878 300	ESSENTIAL DRUGS	
OTHER SUPPLIER ^a	2	3 900		
ICELAND	2			23 400
INDIA				19 939 600
TOP SYRINGE MANUFACTURING CO.	2	4 074 300	SYRINGES	
MAHINDRA AND MAHINDRA LIMITED	59	1 451 200	VEHICLES, PARTS AND ACCESSORIES	
JINDAL PIPES PVT LTD.	29	1 120 400	WATER PIPES	
INALSA LTD.	27	905 500	WATER PUMPS	
AJAY INDUSTRIAL CORP.	33	799 600	WATER PUMPS	
JAIN METAL COMPONENT	2	796 500	SYRINGES	
STRAW PRODUCTS LIMITED	2	725 900	PAPER, COVER/BOARD	
EQUIP. DE CHANDIGARH	3	572 500	MEDICAL INSTRUMENTS	
KAY & COMPANY	3	511 900	MEDICAL INSTRUMENTS	
TATA ENGINEERING & LOCOMOTIVE CO. LTD.	14	500 600	VEHICLES	
BLOW KINGS	7	476 900	COLD-CHAIN EQUIPMENT	
BALAJI INDUSTRIAL AND AGRICULTURAL	13	467 100	PUMPS, WATER	
ATLAS COPCO LIMITED	4	432 000	DRILLING RIGS	
INGERSOLL RAND LTD.	3	422 100	DRILLING RIGS	
KARNATAKA WATER PUMPS PVT. LTD.	20	406 100	WATER PUMPS	
SAGAR ELECTRICALS	6	380 100	WORKSHOP KITS	
GARGYA RESEARCH INSTRUMENTS	5	346 600	TRANSFORMERS	
HINDUSTAN SYRINGES PVT. LTD.	1	323 400	SYRINGES	
CYANAMID INDIA LIMITED	5	246 200	BASIC CHEMICALS	
TUTOM PHARCEUTICALS	6	192 400	ORS	
MEERA & GEIKO PUMPS PVT. LTD.	8	184 500	WATER PUMPS	
VARUN ENTERPRISE	9	179 700	WATER PUMPS	
LAXMI UDDYOG MANDIR (PVT) LIMITED	1	172 000	SYRINGES	
UNITED SURGICALS INDUS.	2	154 800	SYRINGES	
TEMPO INSTRUMENTS & EQUIP. (IND) PVT. LTD.	2	145 900	MEDICAL INSTRUMENTS	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
INDIA (continued)				
JOHAR SALES	1	128 600	MEDICAL INSTRUMENTS	
MAHINDRA NISSAN ALLWYN	2	126 000	AUDIO-VISUAL EQUIPMENT	
ASHISH TRADING COMPANY	1	125 000	MEDICAL INSTRUMENTS	
STERIKIT INDIA	2	122 400	MEDICAL INSTRUMENTS	
YORCO INT. INC.	4	121 800	MEDICAL INSTRUMENTS	
DAHIALAL KARIA & CO.	6	120 200	WORKSHOP KITS	
BALAJI INDUSTRIES				
& ENGINEERING CORP.	3	119 200	WATER PUMPS	
ATLAS SURGICAL CO.	1	113 900	STERILIZERS	
HCL LIMITED	9	110 400	PERSONAL COMPUTERS	
MARUTI UDYOG LTD.	10	105 000	VEHICLES, PARTS AND ACCESSORIES	
AJANTA TUBE COMPANY	4	86 900	STEEL PIPE AND FITTINGS	
JAIN TUBE CO. LTD.	2	84 200	PVC PIPE AND FITTINGS	
CIMMCO INTERNATIONAL	3	83 400	BUILDING MATERIALS	
KASI COMBINES				
ENGINEERING PVT. LTD.	5	81 400	SANITARY WARE	
ROMANO ADVERTISING				
PRIVATE LIMITED	1	72 300	PRINTING AND BOOKBINDING	
ELECTRO MOULDERS PVT.	6	68 600	SANITARY WARE	
OTARD INTERNATIONAL PTE	9	65 800	PERSONAL COMPUTERS	
MAGADH STEEL PRODUCTS	2	62 400	WORKSHOP SHELVEING	
CHENPACK INDUSTRIES	1	60 400	AUTOClaves	
POVERPLUS ENGINEERS	2	60 400	GENERATING SETS	
GESTETNER (INDIA) LTD.	16	60 100	PAPER CUTTERS AND TRIMMERS	
CONWAY PRINTERS PVT. LTD.	2	59 900	PRINTING AND BOOKBINDING	
GODREJ AND BOYCE				
MFG CO. PVT. LTD.	28	52 900	FURNISHING ARTICLES	
FACIT ASIA LTD.	7	52 500	TYPEWRITERS	
OTHER SUPPLIERS	390	1 806 500		
INDONESIA				1 951 800
PT INDONESIA FARMA	3	337 300	ORS	
P.T. CENTRAL SARI	7	217 300	COTTON WOOL	
PT. SUBAHTERA SENI GRAPHIKA	11	187 900	PRINTED MATTER	
PT COMBIPHAR	2	187 300	ORS	
PT KIMIA FARMA	2	134 700	ORS	
P.T. PHAROS INDONESIA.	2	109 300	ORS	
PERUSAHAAN TIMBANGAN "BUDI"	1	95 000	GROWTH MONITORING EQUIPMENT	
PT TEMPRINT	2	70 000	PRINTED MATTER	
P T SIEM AND CO.	5	56 100	PRINTING SERVICES	
OTHER SUPPLIERS	55	556 900		

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
IRELAND				3 578 200
RIMA PHARMACEUTICALS	39	1 896 200	ESSENTIAL DRUGS	
CANEIRE TEO	34	602 800	ESSENTIAL DRUGS	
PINEWOOD LABORATORIES EXPORTS LTD.	21	586 000	ESSENTIAL DRUGS	
OVELLE LIMITED	9	236 300	ESSENTIAL DRUGS	
CHANELLE VETERINARY	3	85 600	VETERINARY MEDICINES	
GREHAN PRINTERS LTD.	2	51 600	PRINTING SERVICES	
OTHER SUPPLIERS	20	119 700		
IRAN (ISLAMIC REPUBLIC OF)	26			198 300
IRAQ	1			25 900
ISRAEL				201 600
TEVA PHARMACEUTICAL INDUSTRIES LTD.	1	63 900	ESSENTIAL DRUGS	
OTHER SUPPLIERS	34	137 700		
ITALY				17 152 800
BIOCINE SCLAVO	73	5 024 400	VACCINES	
PHARMAGEL S.P.A. INDUSTRIE	23	2 400 200	ESSENTIAL DRUGS	
BISCOTTI CRICH S.P.A.	17	1 568 800	FOOD PRODUCTS	
MEDISCA S.R.L.	45	1 311 000	ESSENTIAL DRUGS	
LAB. FARMACOLOGICO MILANESE	66	1 086 200	ESSENTIAL DRUGS	
O.M.S.A. S.P.A.	20	774 900	HOSPITAL FURNITURE	
ELKOPLAST H.S.	4	619 300	DRUG PACKAGING MACHINES	
RADIUMFARMA INT. SRL	29	607 100	ESSENTIAL DRUGS	
DAC S.R.L.	53	450 600	HAND TOOLS	
ALFA INTES	21	306 000	ESSENTIAL DRUGS	
FIAT IVECO S.P.A.	4	270 800	VEHICLE PARTS AND ACCESSORIES	
3M ITALIA S.P.A.	5	257 400	X-RAY FILM AND SUPPLIES	
SILVIO BALLERINI AND C. S.P.A.	1	254 400	DRILLING RIGS AND SPARES	
QUATTRO ELLE S.P.A.	3	196 800	COLD-CHAIN EQUIPMENT	
TUBIMAR ANCONA S.P.A.	5	186 500	STEEL WATER PIPES	
GEYMONAT S.P.A.	2	160 300	ORS	
SAPONERIE M. FISSI S.P.A.	6	116 500	SOAP	
A. MENARINI	1	114 900	ESSENTIAL DRUGS	
CIBA-GEIGY S.P.A.	7	112 900	NYLON SUTURE	
WALKER PEN S.P.A.	5	88 800	BALLPOINT PENS	
TECHNOLOGY TRADING SERVICE S.R.L.	31	81 100	SAFETY CLOTHING	
SCHERER S.P.A.	3	72 800	ESSENTIAL DRUGS	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item a/	Total purchase order value (United States dollars)
ITALY (continued)				
BIOLOGICI ITALIA				
LABORATORIES SRL	4	68 300	ESSENTIAL DRUGS	
GOGGIO LUIGI MILANO S.P.A.	2	63 500	DRUG PACKAGING MACHINES	
MESSRS. INTERDAS	4	52 900	REFRIGERATORS	
R.C.F. S.P.A.	4	51 300	PUBLIC ADDRESS SYSTEMS	
WHIRLPOOL ITALIA S.R.L.	12	51 100	COLD-CHAIN EQUIPMENT	
OTHER SUPPLIERS	105	804 000		
JAPAN				33 425 300
TOYOTA MOTOR CORP.	487	12 224 700	VEHICLE PARTS AND ACCESSORIES	
NISSAN TRADING CO., LTD.	111	6 079 100	VEHICLES	
JAPAN BCG LABORATORY	64	3 276 400	VACCINES	
EISAI CO. LTD.	54	2 300 700	VACCINES	
SUZUKI MOTOR CORP.	136	1 776 600	MOTORCYCLES	
HONDA TRADING CORP.	89	1 386 200	MOTORCYCLES	
KINSHO-MATAICHI CORP.	73	1 343 200	TYRES	
SONY CORP.	64	1 029 900	AUDIO-VISUAL EQUIPMENT	
K. ARANO AND CO. LTD.	76	986 100	TYRES	
ISUZU MOTORS	19	878 600	VEHICLES	
YAMAHA MOTOR CO. LTD.	63	473 100	MOTORCYCLES	
NISSEI TRADING CO., LTD.	12	294 900	PHOTOGRAPHIC EQUIPMENT	
TOYOTA TSUSHO CORP.	12	239 900	VEHICLES	
SUGIYAMA				
INDUSTRIAL CO. LTD.	3	152 500	STERILIZERS	
NIKON CORPORATION	2	86 300	MICROSCOPES	
SAMPOH TRADING CO., LTD.	16	74 600	PHOTOCOPIERS	
TOA CORPORATION	14	73 800	PUBLIC ADDRESS SYSTEMS	
KYORITSU SANGYO CO.	4	66 200	VEHICLES	
MURANAKA MEDICAL				
INSTRUMENTS CO. LTD.	4	65 900	THERMOMETERS	
TOITU OPTO-ELECTRO CO.	2	57 200	DIAGNOSTIC APPARATUS	
YAESU MUSEN CO., LTD.	10	55 500	WALKIE TALKIE RADIO TELEPHONES	
OTHER SUPPLIERS	52	503 900		
JORDAN				1 088 700
JORDAN PRESS FOUNDATION	18	99 500	PRINTING SERVICES	
OTHER SUPPLIERS	123	989 200		
KAMPUCHEA				1 405 000
FFP CENTRAL COMMITTEE	136	810 500	SEEDS AND ANIMALS	
FACTORY NO. 4	5	139 500	GARDEN TOOLS	
OTHER SUPPLIERS	136	455 000		

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
KENYA				3 276 000
AFRICON SALES LTD.	3	498 000	ESSENTIAL DRUGS	
KITMACKS LTD.	66	257 400	BUILDING MATERIALS	
RELIANCE INDUSTRIES LTD.	5	173 800	SUPPLEMENTARY FOODS	
M/S AMIRAN (K) LIMITED	4	165 900	SEEDS	
M/S AFRICON SALES LTD.	3	102 900	FOOD PRODUCTS	
KOBIL PETROLEUM LTD.	3	102 800	PETROL (GASOLINE)	
EXPORT TRADING CO. LTD.	13	98 300	KITCHENWARE	
INSTEEL K. LTD.	9	94 700	STEEL PIPE AND FITTINGS	
POPULAR STATIONERS LTD.	19	93 400	OFFICE SUPPLIES	
BONAR KENYA EXPORTS	7	92 600	TARPAULINS	
DALFINAS	2	66 600	FLOUR WHEAT	
AFRICON SALE LTD.	1	60 000	SEEDS	
M/S ALBIS LIMITED	1	59 300	GARDEN TOOLS	
REATA PRINTERS LIMITED	6	58 100	STATIONERY ARTICLES	
PISU AND CO. LTD.	1	57 300	SEEDS	
M/S RIFT VALLEY PRODUCTS LTD.	1	56 100	SEEDS	
BUSINESS MACHINES (K) LIMITED	4	51 000	PERSONAL COMPUTERS	
OTHER SUPPLIERS	316	1 187 800		
LAO PEOPLE'S DEMOCRATIC REPUBLIC				164 900
EDUCATION PRINTING PRESS	8	54 800	PRINTING AND BOOKBINDING	
OTHER SUPPLIERS	38	110 100		
LEBANON				595 000
MODERN PRINTING CENTER	6	72 800	PRINTING AND BOOKBINDING	
OTHER SUPPLIERS	153	522 200		
LESOTHO				168 000
LESOTHO PHARMACEUTICAL CORPORATION	1	56 200	PHARMACEUTICAL PRODUCTS	
OTHER SUPPLIERS	51	111 800		
LIBERIA				635 200
LIBERIA ELEC. CORP.	4	128 100	ELECTRICAL EQUIPMENT	
LIPCO FURNITURE MANUFAC.	10	67 800	OFFICE FURNITURE	
OTHER SUPPLIERS	217	439 300		
LUXEMBOURG	42			996 000
MADAGASCAR				576 200
MATERAUTO	4	117 700	VEHICLE PARTS AND ACCESSORIES	
INFORMATIQUE ET COMMUNIC. DE M/CAR	3	114 400	PHOTOCOPIERS	

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Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
MADAGASCAR (continued)				
IMPRIMERIE				
DE MADAGASCAR	2	68 800	PRINTING SERVICES	
OTHER SUPPLIERS	121	275 300		
MALAWI				662 000
PIPE EXTRUDERS LTD.	3	102 300	PVC PIPE AND FITTINGS	
MALAWI MOTORS LTD.	3	88 800	VEHICLES	
MOBILE MOTORS LTD.	1	66 500	VEHICLES	
MONTFORT PRESS	5	60 300	BOOKS/BROCHURES/LEAFLETS	
OTHER SUPPLIERS	156	344 100		
MALAYSIA				953 400
INDUSTRI PLASTIK				
YUTA SDN. BHD	5	822 900	SANITARY WARE	
FORENEDE PLAST				
(MALAYSIA) SDN BHD	4	92 000	PVC PIPE AND FITTINGS	
OTHER SUPPLIERS	3	38 500		
MALDIVES				147 700
NEVADA	1	67 200	CEMENT	
OTHER SUPPLIERS	15	80 500		
MALI				813 900
SHELL	49	317 200	GAS OILS (DIESEL OIL)	
OTHER SUPPLIERS	277	496 700		
MALTA	21			511 600
MARSHALL ISLANDS	1			1 800
MAURITANIA	68			63 400
MAURITIUS	29			137 100
MEXICO				433 100
LITOGRAFICA DELTA, S.A.	2	66 000	PRINTING SERVICES	
OTHER SUPPLIERS	125	367 100		
MONGOLIA	3			25 000
MONTSERRAT	2			4 500

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Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item a/	Total purchase order value (United States dollars)
MOROCCO				309 100
SEHI	1	54 800	ELECTRICAL EQUIPMENT	
OTHER SUPPLIERS	71	254 300		
MOZAMBIQUE				2 746 900
SEMOC SEMENCES				
DE MOZAMBIQUE	26	1 166 200	SEEDS	
TRI-MED LTD.	15	197 300	OFFICE EQUIPMENT	
ACIMOL	4	115 600	SEEDS	
ICL	34	105 300	PERSONAL COMPUTERS	
CIMENTO DE MOZAMBIQUE	13	95 500	CEMENT	
FABRICA DE BICICLETAS				
DE MOZAMBIQUE SARL.	6	83 500	BICYCLES	
EMPLAMA	10	79 000	SANITARY WARE	
AGRICOM	2	74 200	SEEDS	
OTHER SUPPLIERS	101	830 300		
MYANMAR	15			37 100
NAMIBIA				1 652 000
MERIDIONAL E.C.A. (PTY) LTD.	4	491 300	SUGAR	
OASIS INTERNATIONAL	1	399 200	SEEDS	
WOERMANN, BROCK				
HARDWARE MARKET	30	143 800	BUILDING MATERIALS	
SCHOEMANS (PTY) LTD.	22	130 400	PERSONAL COMPUTERS	
NAMIB GRAPHICS	20	92 100	PRINTING AND BOOKBINDING	
OTHER SUPPLIERS	148	395 200		
NEPAL				978 300
EVEREST PAPER MIOLLS LTD.	2	247 700	PRINTING PAPER	
POPULAR TRADING	2	109 400	HAND TOOLS	
MINISTRY OF EDUCATION				
AND CULTURE	2	58 800	CLASSROOM SUPPLIES	
NEPAL PLASTICS	4	55 100	PIPE, INSTALLATION ACCESSORIES	
ROYAL DRUGS LIMITED	3	50 500	ORS	
OTHER SUPPLIERS	141	456 800		
NETHERLANDS				4 603 300
BURO BOODE B.V.	5	624 300	PVC WELL SCREENS	
SCA PACKAGING				
DE HOOP / VAN MEURS	25	520 100	CORRUGATED PAPER CARTONS	
JANSEN VENNEBOER				
INTERNATIONAL B.V.	7	381 200	PUMPS, WATER	
OPG PHARMACHEMIE/ PHARBITA	4	332 000	ESSENTIAL DRUGS	
SOLVOCHEM-HOLLAND B.V.	5	277 800	CHLORIDES, IN GRANULES	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
NETHERLANDS (continued)				
MELCHEMIE HOLLAND B.V.	9	276 000	CHEMICALS, BASIC	
DYKA INTERNATIONAL B.V.	19	250 600	PLASTIC PIPE AND FITTINGS	
BUEHRMANN				
PAPIER EXPORT B.V.	25	183 400	PAPER, COVER/BOARD	
DRUKKERIJ TULP B.V.	7	164 500	LABELS, PAPER, ADHESIVE	
WAVIN OVERSEAS B.V.	5	160 000	PVC PIPE AND FITTINGS	
ORGANON INT. B.V.	7	143 800	HIV TEST KITS	
PHOENIX AND DEN OUDSTEN	6	132 500	PRINTING SERVICES	
PETRON BV	11	113 900	DRILLING FLUIDS	
HOOGWEGT B.V.	2	108 500	MILK POWDER,	
INTERJUTE	1	106 200	BAGS OF PLASTIC MATERIALS	
THE MEDICAL EXP. GROUP	9	101 200	HOSPITAL PLASTICWARE	
VAN HECK MEANDER B.V.	8	85 600	DRESSINGS	
ORGANON TEKNIKA BV	1	79 800	LABORATORY REAGENTS	
CURACAO TRADING CO.	1	69 700	INFANT FORMULA	
OTHER SUPPLIERS	91	492 200		
NEW ZEALAND	1			5 100
NICARAGUA				321 800
PAN AMERICAN				
HEALTH ORGANIZATION	4	114 500	VACCINES	
DURMAN ESQUIVEL				
DE NICARAGUA S.A.	3	51 500	PVC PIPES	
OTHER SUPPLIERS	57	155 800		
NIGER				547 200
TOTAL TEXACO NIGER	18	120 600	PETROL (GASOLINE)	
UNION REGIONALE				
DES COOPERATIVES	1	51 900	SPRAYERS	
OTHER SUPPLIERS	102	374 700		
NIGERIA				1 171 400
RALEIGH INDUSTRIES				
NIGERIA LTD.	15	390 700	BICYCLES	
GABUMO PUBLISHING CO.	8	105 700	PRINTING AND BOOKBINDING	
OTHER SUPPLIERS	93	675 000		
NORWAY				4 563 400
WEIDERS FARMASOYTISKE	12	1 299 900	ESSENTIAL DRUGS	
NESTE ADVANCED POWER				
SYSTEM (NAPS)	13	712 900	COLD-CHAIN EQUIPMENT	
PETRON A/S	45	625 500	OILS AND GREASES	
W. GIERTSEN A/S	8	468 900	OFFICE FURNITURE	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
NORWAY (continued)				
NORSE PAPER A/S	7	360 000	PAPER	
ABB NERA	6	282 700	SATELLITE COMMUNICATION SYSTEMS	
ARWI A/S	6	233 200	GROWTH MONITORING SUPPLIES	
HUNSFOS FABRIKKER	3	139 300	DUPLICATING PAPER	
PLASTEC AS	7	132 500	WATER STORAGE TANKS	
HVARINGS GRAFISKE A/S	2	76 200	PRINTING SERVICES	
FISKARS NORGE REDSKAP	27	63 200	GARDEN TOOLS	
OTHER SUPPLIERS	32	169 100		
OMAN	15			37 100
PAKISTAN				4 281 200
INTERNATIONAL INDUSTRIES LIMITED	11	467 200	STEEL, PIPE AND FITTINGS	
DACAAR DANISH COMMITTEE FOR AID	5	466 800	WATER PUMPS	
DADEX	12	453 700	PVC WATER PIPES	
M/S ENGINEERING CONCERN	7	296 200	WATER PUMPS	
M/S HITEC METAL PLAST (PVT), LIMITED	5	282 400	WATER PUMPS	
KSB	3	242 600	WATER PUMPS	
WELCOME PAKISTAN LTD.	4	196 900	ESSENTIAL DRUGS	
ACCURAY SURGICALS LTD.	18	141 400	SURGICAL INSTRUMENTS	
JAMAL PIPE INDUSTRIES (PVT) LTD.	1	110 900	STEEL PIPES	
ELIXER MEDICOSE	2	102 400	ESSENTIAL DRUGS	
TECHNIMEN GEMA LTD.	13	99 300	SURGICAL INSTRUMENTS	
M/S ELECMECH ENGINEERS (PVT) LIMITED	1	84 900	WATER PUMPS	
DIRECTOR, BUESP	6	77 100	BOOKS/BROCHURES/LEAFLETS	
PECO PAKISTAN ENGINEERING CO.	1	70 700	PVC PIPE AND FITTINGS	
ROYAL	5	68 500	PVC WATER PIPES	
AL-NOOR COMPUTING INTERNATIONAL	32	66 000	COMPUTER EQUIPMENT	
M/S MEDICATE INT. GENERAL	2	62 700	DRUGS REFERENCE STANDARDS	
TRADERS (PVT) LIMITED	19	61 400	SEWING MACHINES	
QAYYUM CERAMIC INDUS.	9	60 300	SANITARY WARE	
RAZZAK BOOK STALL	4	51 800	BOOKS/BROCHURES/LEAFLETS	
OTHER SUPPLIERS	249	818 000		
PANAMA	59			124 000

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
PAPUA NEW GUINEA	5			77 900
PARAGUAY	5			13 700
PERU				576 400
VARIOS C/O SERVICIO NACIONAL	5	179 300	BUILDING MATERIALS	
OTHER SUPPLIERS	98	397 100		
PHILIPPINES				1 560 200
KAISER PRESS	36	140 300	PRINTED MATTER	
KAUNLARAN				
TRADING AND PRINTING CO.	16	132 700	PRINTING AND BOOKBINDING	
MALANDAY MACHINERY				
AND MFG. CORP., KMS.	3	106 800	PVC PIPE AND FITTINGS	
VESTA INDUSTRIES	44	81 500	SEWING MACHINES	
HONDA PHILIPPINES, INC.	2	77 900	GENERATING SETS	
RAON ENTERPRISES	17	76 500	PRINTED MATTER	
KDS MARKETING	28	70 500	WATER VALVES	
ETHNOL GENERICS (PHILS.), INC.	5	53 000	SODIUM PHOSPHATE DIBASIC	
OTHER SUPPLIERS	406	821 000		
POLAND				941 900
VARIMEX	2	334 100	LABORATORY EQUIPMENT	
LABIMEX	10	258 000	MICROSCOPES	
KAMED	3	50 100	MEDICAL DIAGNOSTIC APPARATUS	
OTHER SUPPLIERS	5	299 700		
PORTUGAL				716 600
FERFOR SARL	7	282 500	GARDEN TOOLS	
MANUFACTURA NACIONAL				
DE ALUMINIO, LTD.	6	281 800	COOKING SETS	
CASA HIPOLITO, S.A.R.L.	6	85 000	STOVES	
OTHER SUPPLIERS	13	67 300		
REPUBLIC OF KOREA				763 000
DAEWOO CORPORATION	4	435 000	STEEL PIPE AND FITTINGS	
SHIN POONG				
PHARMACEUTICAL CO. LTD.	9	134 700	ESSENTIAL DRUGS	
YONG WHAN TRADING CO.	8	112 200	HOSPITAL PLASTICWARE	
SIRHAN MOOLSAN CO. LTD.	2	80 500	MEDICAL SUPPLIES	
OTHER SUPPLIERS	2	600		
ROMANIA	16			39 800

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
RWANDA				122 600
CIMERWA	8	64 100	CEMENT	
OTHER SUPPLIERS	49	58 500		
SAINT LUCIA	4			12 300
SAINT VINCENT AND THE GRENADINES	3			9 700
SAMOA	2			6 100
SAO TOME AND PRINCIPE	14			48 400
SENEGAL				796 300
TOTAL	17	268 600	GAS OILS (DIESEL OIL)	
INSTITUT PASTEUR DE DAKAR	10	189 000	VACCINES	
MOBIL	13	75 600	GAS OILS (DIESEL OIL)	
OTHER SUPPLIERS	132	263 100		
SIERRA LEONE				546 400
UNIQUE FURNITURE COMPANY LTD.	1	82 600	SCHOOL FURNITURE	
MESSRS CHANRAI CHEMICALS LTD.	27	78 600	BUILDING MATERIALS	
MUSA SHARAFDEN AND SONS	5	78 500	PHARMACEUTICAL PRODUCTS	
EMMANUEL UZOEWULU	1	52 000	KITCHEN SETS	
OTHER SUPPLIERS	235	254 700		
SINGAPORE				2 802 900
SEKISUI				
SINGAPORE PTE. LTD.	14	777 500	PVC RAW MATERIAL	
YEW SENG (LIAN) PTE LTD.	14	619 200	PIG IRON	
MIDLAND METALS				
OVERSEAS PTE. LTD.	4	413 500	BUILDING MATERIALS	
YEW SENG (LIAN) PTE. LTD.	17	409 800	STEEL PIPE FITTINGS	
TRADECOM SERVICES PTE	7	164 500	PVC PIPE AND FITTINGS	
DATATREND COMPUTER	21	109 700	PERSONAL COMPUTERS	
UNIVERSAL				
COMPUTERS (PTE) LTD.	11	83 100	PERSONAL COMPUTERS	
OTHER SUPPLIERS	28	225 600		
SOMALIA	63			2 673 900

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
SPAIN				439 600
LABORATORIO VITAPHARM	12	169 100	ESSENTIAL DRUGS	
SUPER EGO TOOLS S.A.	18	78 300	HAND TOOLS	
OTHER SUPPLIERS	4	192 200		
SRI LANKA				819 800
LANKA TRACTORS LTD.	5	297 500	BENCHES, SCHOOL	
NATIONAL HOUSING DEVELOPMENT AUTHORITY	38	70 900	BOOKS/BROCHURES/LEAFLETS	
OTHER SUPPLIERS	172	451 400		
SUDAN	36			538 300
SWAZILAND				538 000
FARO INTERNATIONAL (PTY) LTD.	20	168 900	STATIONERY ARTICLES	
V AND M IMPORT AND EXPORT AGENTS (PTY) LTD.	25	143 200	POTTERY EQUIPMENT AND TOOLS	
RUPEES (PTY) LTD.	22	81 100	CONSTRUCTION EQUIPMENT	
OTHER SUPPLIERS	51	144 800		
SWEDEN				14 746 300
ELECTROLUX				
LEISURE APPLIANCES	86	2 768 200	COLD-CHAIN EQUIPMENT	
C.G. WERTHER MARKETING	77	1 965 000	STEEL PIPE AND FITTINGS	
GEOBORR AB	52	1 808 400	WATER PUMPS	
SOLLIMEX AB	92	1 647 100	ENGINES TURBINES AND PARTS	
SIBIR INTERNATIONAL	11	921 900	COLD-CHAIN EQUIPMENT	
ATLAS COPCO GDE AB	29	675 000	DRILLING RIGS AND ACCESSORIES	
T.G.B. DRILLING GROUP	34	466 400	WATER PUMPS	
MOTALA METALLTRYCK.	13	432 200	HOSPITAL UTENSILS	
EKODRILL AB	8	367 700	DRILLING RIGS	
GEONOVA INTERNATIONAL	33	356 800	LOGGING EQUIPMENT	
KALMAR LMV AB	1	298 400	FORKLIFT TRUCKS	
ABEM AB	9	213 600	GEOPHYSICAL INSTRUMENTS	
HAGER INTERSTAAL HB	11	199 700	STEEL PIPE AND FITTINGS	
LUNA INTERNATIONAL AB	18	197 300	WAREHOUSE RACKING AND BINS	
AB J.F. BJÖRSSELL	112	190 400	STATIONERY ARTICLES	
DISTRIPARTS SWEDEN AB	43	177 100	COLD-CHAIN EQUIPMENT	
TYR INTERNATIONAL AB	16	162 900	HAND TOOLS	
CISERV AB	1	160 400	ENGINE SPARE PARTS	
SCAN ELECTRIC AB	4	160 100	WATER PUMPS	
FACIT AB	7	156 300	TYPEWRITERS	
IKFA CONTRACT DEP.	23	140 300	FURNITURE	
SAAB - SCANIA	3	122 200	DRILLING RIGS AND PARTS	
MOELNLYCKE HC	2	119 400	BANDAGES	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
SWEDEN (continued)				
KARLSHAMNS AB	8	92 500	OILS AND FATS	
VOLVO	6	81 500	VEHICLES	
MENOX AB	3	75 700	FAMILY PLANNING EQUIPMENT	
FOGELSTA INDUSTRI AB	4	73 200	WHEELBARROWS	
ABS SCAN PUMP AB	3	70 000	DEWATERING PUMPS	
AB KLIPPANS FINPAP.	4	69 400	PAPER, COVER/BOARD	
VOLVO INTERNATIONAL DEV.	1	64 600	VEHICLES	
EKS AG.	1	62 800	GROWTH MONITORING EQUIPMENT	
TOUR AND ANDERSSON AB	10	56 700	PIPE FITTINGS	
OTHER SUPPLIERS	95	393 100		
SWITZERLAND				12 428 300
RIVOPHARM SA	138	7 898 900	ESSENTIAL DRUGS	
SWISS SERUM AND VACCINE INSTITUTE	91	1 668 000	VACCINES	
PHARMA PLUS/RIVOPHARM SA	2	436 000	ESSENTIAL DRUGS	
PHYTAGRI S.A.	13	387 200	CHLORIDES, IN GRANULES	
LABATEC-PHARMA S.A.	14	258 000	ESSENTIAL DRUGS	
ABBOTT LABORATORIES S.A.	1	156 900	ESSENTIAL DRUGS	
BERLINGER AND CO. AG	17	152 900	VACCINE THERMOMETERS	
DIAGNOSTIC BIOTECHNOLOGY (SW) S.A.	4	147 000	HIV TEST KITS	
ESSEX CHEMIE AG	1	145 000	ESSENTIAL DRUGS	
KATADYN PRODUKTE AG	4	135 200	WATER PURIFICATION TABLETS	
SAPROMAT S.A.	22	133 400	VEHICLE PARTS AND ACCESSORIES	
SCHUEMPERLIN AVIONICS	4	123 800	RADIO TRANSCEIVERS	
BIOENGINEERING AG	2	98 600	FERMENTORS/BIOREACTORS	
F. HOFFMANN-LA ROCHE	4	91 700	ESSENTIAL DRUGS	
PHARMATON S.A.	4	63 600	ESSENTIAL DRUGS	
SANDOZ LTD.	2	63 000	ESSENTIAL DRUGS	
WIPF AG	1	62 800	ORS	
PHARMA-PLUS S.A.	2	60 000	GAUZE CLOTH	
WORLD HEALTH ORG.	35	54 500	BOOKS/BROCHURES/LEAFLETS	
OTHER SUPPLIERS	63	291 800		
SYRIAN ARAB REPUBLIC				19 300
THAILAND				3 088 000
ERAWAN ORIENT TRADING CO. LTD.	12	728 300	CEMENT	
PEONY BLANKET INDUSTRIAL CO., LTD.	16	726 900	BLANKETS	
DELCO (THAILAND) CO. LTD.	5	550 200	MOSQUITO NETTING	
PREMUEE, G. LTD.	2	175 100	STEEL PIPE AND FITTINGS	

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Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
THAILAND (continued)				
PROMOTION OF APPROPRIATE TECHNOLOGY CO.	4	105 500	DRILLING RIGS	
JACKY'S INTERNATIONAL	17	98 800	PHOTOCOPIERS	
BP THAI SOLAR CORP. LTD.	2	90 500	ALTERNATIVE ENERGY EQUIPMENT	
WILK AND HOEGLUND CO.	2	80 500	PVC PIPE AND FITTINGS	
RUNG SILP PRINTING CO., LTD.	8	67 400	PRINTED MATTER	
HARARITZ CO., LTD.	1	53 600	BICYCLES	
OTHER SUPPLIERS	157	411 200		
TOGO	81			192 200
TONGA	1			3 900
TUNISIA	5			3 400
TURKEY				1 426 100
YUCELBORU IHRACAT, ITHALAT PAZARLAMA A.S.	4	661 800	STEEL WATER PIPES	
RAMKO LTD.	8	112 000	WASTE WATER TREATMENT EQUIPMENT	
MAYA MATBAACILIK YAYINCILIK LTD.STI	10	60 100	PRINTING SERVICES	
TISAMAT BASIM SANAYIT	16	59 500		
OTHER SUPPLIERS	197	532 800		
TURKS AND CAICOS ISLANDS	1			6 000
UGANDA				1 338 300
M/S SHELL INTERNATIONAL PETROLEUM CO.	11	180 300	GAS OILS (DIESEL OIL)	
M/S CONRICO OVERSEAS LTD.	12	166 400	VEHICLES	
M/S TRANSAMI (U) LTD.	7	98 700	CEMENT	
M/S SEMBULE STEEL MILLS LTD.	8	83 000	BUILDING MATERIALS	
M/S ESSON LTD.	3	77 300	CEMENT	
M/S BILLION CORPORATION (EA) LTD.	4	64 800	CEMENT	
ZIBUCO CIVIL ENGINEERING	3	55 200	BUILDING MATERIALS	
OTHER SUPPLIERS	255	612 600		
UNITED ARAB EMIRATES	3			800

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/ 	Total purchase order value (United States dollars)
UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRELAND				
		25 902 500		
EVANS MEDICAL LTD.	121	5 539 300	VACCINES	
CHANCEL INT. LTD.	28	2 266 500	CLOTHING	
PRESTIGE GROUP UK PLC.	19	2 177 300	STERILIZERS	
SHELDAN INT'L LTD.	46	1 198 700	DRILLING RIGS AND ACCESSORIES	
BP SOLAR	22	940 800	PHOTOVOLTAIC CELLS	
GELLATLY				
HANKEY (OVERSEAS) LTD.	139	799 100	PHOTOCOPIERS	
SALTER INDUSTRIAL				
MEASUREMENT LTD.	15	784 300	GROWTH MONITORING EQUIPMENT	
RANK XEROX LIMITED	141	621 900	TYPEWRITER RIBBONS	
BASSADONE PROJECT				
VEHICLES LIMITED	38	570 500	VEHICLE PARTS AND ACCESSORIES	
ENGLISH DRILLING				
EQUIP. CO. LTD.	2	559 900	WATER PUMPS, DIESEL DRIVEN	
NRG INTERNATIONAL LTD.	43	551 100	STENCIL CUTTING MACHINES	
OXFAM	16	495 200	KITCHEN SETS	
WALLACE AND TIERNAN LTD.	13	494 500	CHLORINATORS	
COX PHARMACEUTICALS	12	475 200	ESSENTIAL DRUGS	
ASSOCIATED VEHICLE				
INDUSTRIES LTD.	7	351 500	MOTOR VEHICLES, GOODS, TRANSPORT, REFRIGERATED	
MAINSTAY SUPPLIES LTD.	2	344 900	BLANKETS	
EVENPRODUCTS LTD.	6	343 800	WATER STORAGE TANKS	
CODAN (UK) LTD.	25	339 600	RADIO TRANSCEIVERS	
SHELL INTERNATIONAL				
TRADING COMPANY	5	307 500	OILS AND GREASES, LUBRICATING	
HALIFAX TOOL CO. LTD.	31	306 800	DRILLING RIGS AND PARTS	
CHILLINGTON TOOL CO. LTD.	3	289 900	GARDEN TOOLS	
RALPH MARTINDALE AND CO.	2	268 100	GARDEN TOOLS	
WEIR PUMPS LIMITED	3	246 000	WATER PUMPS	
S AND D HARDY LTD.	2	233 500	ESSENTIAL DRUGS	
LAND ROVER LIMITED,				
DIRECT SALES	4	232 800	VEHICLES	
GLAXO EXPORT LIMITED	10	227 900	ESSENTIAL DRUGS	
BUTEK LTD.	4	201 200	WATER STORAGE TANKS	
GALATREK INT. LTD.	25	199 700	COLD-CHAIN EQUIPMENT	
INSTA-PRO EUROPE LTD.	2	187 600	MOULDS FOR METAL	
LUNDBECK AND CO. A/S	1	179 500	ESSENTIAL DRUGS	
ECHO	25	169 700	ESSENTIAL DRUGS	
H.N. NORTON AND CO. LTD.	5	168 100	DISINFECTANTS	
CONSALLEN GROUP SALES	4	146 300	WATER PUMPS	
MCMILLIAN U.K. LTD.	2	145 800	VIDEO EQUIPMENT	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item g/	Total purchase order value (United States dollars)
UNITED KINGDOM OF GREAT BRITAIN AND NORTHERN IRELAND (continued)				
MAYFIELD INTERNATIONAL				
COMPUTERS LTD.	29	145 200	COMPUTER SOFTWARE	
GEOMETRY INTERNATIONAL LTD.	2	131 500	DRAFTING EQUIPMENT	
FAIREY INDUSTRIAL				
CERAMICS LIMITED	3	121 600	WATER FILTERS	
ROBENS INSTITUTE	16	115 100	WATER TESTING KITS	
ALADDIN INDUS., LTD.	13	106 600	COLD-CHAIN EQUIPMENT	
RAVEN EQUIPMENT LTD.	5	100 000	GROWTH MONITORING EQUIPMENT	
DAMS OFFICE				
FURNITURE EQUIP. LTD.	4	95 200	OFFICE FURNITURE	
WELLCOME FOUND. LTD.	4	95 100	ESSENTIAL DRUGS	
BURCHELL AND MARTIN LTD.	8	93 000	BOOKS/BROCHURES/LEAFLETS	
THE WELLCOME				
FOUNDATION LTD.	1	89 900	ESSENTIAL DRUGS	
KENNEDY INTERNATIONAL				
(ENGLAND) LTD.	20	87 400	WORKSHOP EQUIPMENT	
PURITAN BENNETT	5	86 400	OXYGEN THERAPY APPARATUS	
DAF INTERNATIONAL LTD.	9	80 400	DRILLING RIGS AND PARTS	
W.R. PASHLEY LIMITED	12	77 100	BICYCLES	
NESSTRA SERVICES (UK)	3	70 700	COMPRESSORS AND PARTS	
BRAITHWAITE ENGINEERS LIMITED	3	70 500	WATER STORAGE TANKS	
BINNEY AND SMITH (EUROPE)	2	69 100	WAX CRAYONS	
HELIUM LIMITED	3	66 500	DRAWING BOARDS	
SMITHKLINE BEECHAM	1	63 600	ESSENTIAL DRUGS	
ALVAN BLANCH				
DEVELOPMENT CO. LTD.	3	61 300	HAMMER MILLS	
POLYBAGS LTD.	4	59 700	PLASTIC BAGS FOR CARDS/CHARTS	
MUREX DIAGNOSTICS LTD.	4	56 000	SERA AND IMMUNOGLOBULINS	
SWANN MORTON (SALES) LTD.	5	52 900	SURGICAL INSTRUMENTS	
S BRANNAN AND SONS LTD.	5	50 900	THERMOMETERS	
OTHER SUPPLIERS	426	1 492 300		
UNITED REPUBLIC OF TANZANIA				662 100
CITIZEN IMPORTEX LIMITED	16	324 100	BICYCLES	
OTHER SUPPLIERS	90	338 000		
UNITED STATES OF AMERICA				25 760 300
SMITHKLINE BEECHAM				
BIOLOGICALS S.A.	102	4 735 200	VACCINES	
H.K. SCHUELER				
INTERNATIONAL LTD.	76	3 674 000	SYRINGES AND NEEDLES	
MANCHESTER EQUIPMENT	458	1 562 600	EDP EQUIPMENT	
HYBRID COMPUTERS INC.	205	1 279 800	PERSONAL COMPUTERS	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item a/ 	Total purchase order value (United States dollars)
UNITED STATES OF AMERICA (continued)				
HENNESSY INTERNATIONAL, INC.	100	1 172 700	DRILLING RIGS AND ACCESSORIES	
INFORMATION PRODUCTS OF NEW YORK	171	1 139 300	PERSONAL COMPUTERS	
M.D. INTERNATIONAL INC.	13	852 900	DIAGNOSTIC EQUIPMENT	
WORD PRO	308	814 900	PRINTING DEVICES FOR EDP	
KNOLL INTERNATIONAL	19	779 600	OFFICE FURNITURE	
INGERSOLL RAND INTERNATIONAL SALES	12	749 800	DRILLING RIGS AND ACCESSORIES	
HARRIS CORPORATION	3	430 500	RADIO TRANSMITTERS	
MCNEIL CONSUMER PRODUCTS CO.	1	358 800	ESSENTIAL DRUGS	
PERRY OFFICE PRODUCTS	91	346 500	STATIONERY ARTICLES	
KINSHO INTERNATIONAL CORPORATION	2	338 400	SYNTHETIC PAPER	
EASTMAN KODAK COMPANY	18	317 700	PHOTOCOPIERS	
SOURCE ONE INT.	1	294 600	PERSONAL COMPUTERS	
PC PLUS LTD.	148	250 500	COMPUTER SOFTWARE	
NORTH AMERICAN BUSINESS MACHINES CORP.	59	239 600	BULLETIN BOARDS	
WANG LABORATORIES INC.	3	217 000	MAINFRAME COMPUTERS	
THE THERMOS COMPANY	31	202 700	COLD-CHAIN EQUIPMENT	
J.W.P.	15	202 100	PERSONAL COMPUTERS	
IMAGING DYNAMICS	1	196 900	PERSONAL COMPUTERS	
CARLSBAD INTERNATIONAL EXPORT, INC.	5	181 700	NYLON SUTURES	
BOOTSECTOR INDUSTRIES	1	175 000	MAINFRAME COMPUTERS	
BUHL INDUSTRIES, INC.	30	163 100	OVERHEAD PROJECTORS	
NRS COMMUNICATIONS INC.	12	163 000	WALKIE TALKIE RADIO TELEPHONES	
TRIDENT MEDICAL INTERNATIONAL	3	157 900	LABORATORY EQUIPMENT	
XEROX CORPORATION	9	149 900	PHOTOCOPIERS	
AMERICAN POWER CONVERS.	107	146 700	PROTECTION DEVICES FOR EDP EQUIPMENT	
CODATEC	35	145 900	PERSONAL COMPUTERS	
MC MASTER-CARR SUPPLY COMPANY	39	143 300	HAND TOOLS	
ADM MILLING CO.	4	138 800	FOOD PRODUCTS	
WORLD COM	2	136 500	TELEPHONE SYSTEMS	
SHORR PRODUCTION	4	120 300	GROWTH MONITORING EQUIPMENT	
BEE PAPER COMPANY, INC.	4	132 300	FURNITURE	
RCA BUSINESS TELEPHONE SYSTEMS	1	116 500	TELEPHONE SYSTEMS	
AIR SHIELDS INT.	6	110 100	INFANT INCUBATORS	
IGLOO CORPORATION	7	97 600	COLD-CHAIN EQUIPMENT	
ATD-AMERICAN CO.	7	93 200	FOLDER FILES	
THE VOLLRATH COMPANY	7	90 600	POTS AND PANS	
ROSELAND COMP. CENTER	16	90 000	PERSONAL COMPUTERS	

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item #/	Total purchase order value (United States dollars)
UNITED STATES OF AMERICA (continued)				
H.D. HUDSON				
MANUFACTURING CO.	8	87 200	SPRAYERS	
EASTMAN KODAK COMPANY	25	72 700	AUDIO-VISUAL EQUIPMENT	
FUJI PHOTOFILM	36	71 600	VIDEO CASSETTES	
FISHER SCIENTIFIC				
INTERNATIONAL	14	68 800	LABORATORY CHEMICALS	
ETHICON INC.	1	56 000	NYLON SUTURES	
SOFTWARE SPECTRUM	30	55 900	COMPUTER SOFTWARE	
D.A. KADAN CO., INC.	1	55 400	STERILIZERS	
GAUMARD SCIENTIFIC				
COMPANY, INC.	7	55 100	ANATOMICAL MODELS	
KELLY AND HAYES				
ELECTRICAL SUPPLY INC.	7	54 500	SAFETY CLOTHING	
MINOLTA COPIER				
CORPORATION OF NY	10	53 800	PHOTOCOPIERS	
OTHER SUPPLIERS	689	2 420 800		
URUGUAY	12			7 900
VANUATU	6			41 300
VIET NAM				3 253 100
CENTRE FOR TECHNICAL				
SERVICE OF VACVINA	3	398 300	SEEDS	
FRONTIER EXPORT				
IMPORT COMPANY	6	257 700	CEMENT	
UNION OF CEMENT/HA TIEN				
CEMENT FA	10	202 600	CEMENT	
EDUCATION MAP				
CENTRE, SCHOOL EQUIP.	6	159 600	KITCHEN SETS	
INVESTMENT AND TECHNICAL				
APPLICATION CO.	3	142 600	PHARMACEUTICAL PRODUCTS	
DAI KIM PLASTIC FAC.	5	122 800	TOYS	
UNITED PHARMACEUTIAL				
ENTERPRISE	2	73 500	PHARMACEUTICAL PRODUCTS	
XI NGHIEP LAP MAY SO 5	4	66 300	CEMENT	
OTHER SUPPLIERS	193	1 829 700		
YEMEN	5			2 100

Annex I (continued)

Country and name of supplier	Number of orders	Value (United States dollars)	Item <u>a/</u>	Total purchase order value (United States dollars)
YUGOSLAVIA (FORMER)				2 988 200
DP PK YUMCO VRANJA	1	1 000 000	CLOTHING	
INEX - INTEREXPORT LTD.	31	814 500	VACCINES	
SANITEKS	6	668 400	BLANKETS	
PROLETER	6	103 400	FOOD PRODUCTS	
TEHTNICA ZELEZNIKI	6	92 000	LABORATORY EQUIPMENT	
INVEST IMPORT	2	68 400	RUBBER BOOTS	
OTHER SUPPLIERS	7	241 500		
ZAIRE				728 400
F.N.M.A./KINSHASA	1	100 000	COLD-CHAIN EQUIPMENT	
ZAIRE MOBIL OIL	3	72 200	GAS OILS (DIESEL OIL)	
PHARMAKINA S.Z.R.L.	1	60 200	FURNITURE	
OTHER SUPPLIERS	141	496 000		
ZAMBIA				714 600
OPERATION HUNGER	1	104 700	BLANKETS	
BP ZAMBIA LIMITED	2	73 100	PETROL (GASOLINE)	
OTHER SUPPLIERS	108	536 800		
ZIMBABWE				2 760 100
CIRCLE CEMENT	8	1 161 100	CEMENT	
V.S.W.ENGINEERING AND INSTALLATION	13	549 900	DRILLING RIGS AND ACCESSORIES	
GULF	2	143 800	PHARMACEUTICAL PRODUCTS	
ZIMBABWE CYCLE INDUS.	6	95 100	BICYCLES	
MAZONGORORO PAPER CONVERTERS (PVT) LTD.	12	74 600	PRINTING, BOOKBINDING EQUIPMENT	
D AND J ENTERPRISES (PVT) LTD.	6	71 700	DRILLING RIGS AND ACCESSORIES	
BOART ZIMBABWE	6	70 000	DRILLING RIGS AND ACCESSORIES	
RADIATOR AND TINNING (PVT) LTD.	3	69 700	WATER PUMPS	
N. TSELENTIS	2	63 300	COTS FOR CAMPING	
NITRO NOBEL ZIMBABWE (PVT) LTD.	22	59 000	DRILLING RIGS AND ACCESSORIES	
OPEN HOUSE HARDWARE	14	52 300	DRILLING RIGS AND ACCESSORIES	
OTHER SUPPLIERS	98	349 600		
GRAND TOTAL				372 347 000 <u>b/</u>

a/ The item indicated is the major commodity purchased and each supplier may have provided a wider range of items to UNICEF than is shown.

b/ Of which \$107,466,100 are in developing countries as currently defined by the UNDP.

Annex II

MAJOR COMMODITY GROUPS PURCHASED IN 1992
IN UNITED STATES DOLLARS EQUIVALENTS

(Including procurement services, excluding provision for freight)

Commodity group	No. of line items a/	Related group total	Value (In millions of United States dollars)	Related group total
UCI vaccines	1 908		62.3	
Refrigeration equipment	1 860		18.3	
Syringes and needles	186		11.7	
Sterilizers	<u>109</u>	<u>4 063</u>	<u>3.4</u>	<u>95.7</u>
Drugs and antibiotics	1 847		61.2	
Non-UCI vaccines	<u>49</u>	<u>1 896</u>	<u>1.3</u>	<u>62.5</u>
Motor vehicles	1 055		26.6	
Motorcycles and bicycles	660		5.4	
Vehicles parts and accessories	2 486		4.4	
Fuel	<u>281</u>	<u>4 482</u>	<u>1.7</u>	<u>38.1</u>
Pumps, drilling casings and well screens	1 785		19.3	
Drilling rigs and parts	1 310		7.8	
Steel water pipe and fittings	1 331		5.0	
Plastic water pipe and fittings	<u>893</u>	<u>5 319</u>	<u>4.0</u>	<u>36.1</u>
Paper and converted products	765		9.4	
Printing and bookbinding	1 414		5.9	
Books, brochures, charts	<u>1 561</u>	<u>3 740</u>	<u>2.7</u>	<u>18.0</u>
Computers and accessories	6 796		11.4	
Office supplies	<u>1 971</u>	<u>8 767</u>	<u>4.3</u>	<u>15.7</u>
Furniture, school, office, hospital	<u>2 514</u>	<u>2 514</u>	<u>13.1</u>	<u>13.1</u>
Supplementary foods	<u>255</u>	<u>255</u>	<u>12.0</u>	<u>12.0</u>
Hospital and medical equipment and supplies	<u>968</u>	<u>968</u>	<u>-9.0</u>	<u>9.0</u>
Vegetable seeds	427		3.5	
Garden tools	437		2.3	
Agricultural equipment	<u>180</u>	<u>1 044</u>	<u>1.9</u>	<u>7.7</u>
Audio-visual equipment and supplies	2 138		4.6	
Communications equipment/systems	<u>659</u>	<u>2 797</u>	<u>2.7</u>	<u>7.3</u>
Portland cement	504		4.8	
Building materials	<u>1 283</u>	<u>1 787</u>	<u>1.7</u>	<u>6.5</u>
Shelter supplies, including tents and blankets	<u>327</u>	<u>327</u>	<u>6.5</u>	<u>6.5</u>
Clothing	<u>128</u>	<u>128</u>	<u>4.0</u>	<u>4.0</u>
Measuring and testing instruments	<u>416</u>	<u>416</u>	<u>3.9</u>	<u>3.9</u>
Pharmaceutical production equipment	<u>206</u>	<u>206</u>	<u>2.9</u>	<u>2.9</u>

/...

Annex II (continued)

Commodity group	No. of line items ^{a/}	Related group total	Value (In millions of United States dollars)	Related group total
Growth monitoring supplies	<u>162</u>	<u>162</u>	<u>2.6</u>	<u>2.6</u>
Generating sets	<u>216</u>	<u>216</u>	<u>2.4</u>	<u>2.4</u>
School supplies	<u>2 586</u>	<u>2 586</u>	<u>2.4</u>	<u>2.4</u>
Inorganic chemicals	<u>54</u>	<u>54</u>	<u>2.1</u>	<u>2.1</u>
Plastic products	<u>601</u>	<u>601</u>	<u>1.1</u>	<u>1.1</u>
Subtotal		<u>42 328</u>		<u>349.6</u>
All others		<u>2 444</u>		<u>22.8</u>
Grand total		<u>44 772</u>		<u>372.4</u>

^{a/} A line item is an item to be supplied (in any quantity).

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Annex III

PROCUREMENT SERVICES IN 1992 ON BEHALF OF GOVERNMENTS, ORGANIZATIONS
OF THE UNITED NATIONS SYSTEM AND NON-GOVERNMENTAL ORGANIZATIONS

Purchase/issue order value
(In thousands of United States dollars)

Government and government organizations

Danish International Development Agency	11 547
Government of Romania (World Bank)	8 281
Turkey	3 769
United States-Operation Provide Comfort	2 545
United States Agency for International Development	2 505
Italy	2 191
Netherlands	2 077
Pakistan	1 922
Bangladesh	1 049
Swedish International Development Agency	897
United Republic of Tanzania	843
Philippines	745
Nigeria	601
Mauritania	524
Germany	522
Japan	516
Ghana	385
Myanmar	343
Sudan	310
Brazil	298
Indonesia	269
Rwanda	258
Oman	236
Finland	219
Bolivia	194
Jamaica	174
Zambia	148
Inter Export/Yugoslavia (former)	137
Sierra Leone	132
Bhutan	128
Mexico	125
China	111
Colombia	105
Congo	101
Ethiopia	85
Syrian Arab Republic	71

/...

Annex III (continued)

Purchase/issue order value
(In thousands of United States dollars)

Government and government organizations (continued)

Yemen	67
Chile	67
Burundi	62
Taiwan	62
Canadian International Development Agency	61
Uganda	56
Nepal	<u>50</u>

Subtotal 44 788

United Nations system

United Nations Population Fund	1 078
United Nations Development Programme	679
World Health Organization	550
United Nations Relief and Works Agency for Palestinian Refugees in the Near East	366
Office of the United Nations High Commissioner for Refugees	269
Pan American Health Organization	<u>62</u>

Subtotal 3 004

Non-governmental organizations

Danish Red Cross	289
Mediswiss	91
COSV Bolivia	83
Folkekirkens Nodhjælp, Denmark	83
Cooperation Italienne	81
Médecins du Monde	79
Cooperation Suisse/Mali	72
Médecins Sans Frontières	72
Africare	71
The League of the Red Cross Societies	59
Nicaragua Medical Aid	<u>55</u>

Subtotal 1 035

Miscellaneous (under \$50 000) 2 827

Total orders placed 51 654

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Annex IV

PURCHASE ORDERS AND ISSUE ORDERS PLACED IN 1992 BY COUNTRY OF DESTINATION, EXCLUDING PROCUREMENT SERVICES

(Excludes provision for freight)

	Value (In thousands of United States dollars)		Value (In thousands of United States dollars)
India	39 157	Burundi	1 078
Bangladesh	23 911	Rwanda	1 078
Iraq	15 363	Benin	1 037
Mozambique	13 650	Niger	1 011
Sudan	13 365	Haiti	990
Ethiopia	12 229	Russian Federation	977
China	12 084	Cameroon	942
Yugoslavia (former)	11 921	Burkina Faso	939
Kenya	10 764	Algeria	888
Nigeria	9 622	Côte d'Ivoire	828
Pakistan	9 272	Brazil	807
Viet Nam	8 730	Bhutan	806
Uganda	7 572	Djibouti	803
Cambodia	6 771	Guatemala	796
Indonesia	6 548	El Salvador	706
Angola	6 231	Syrian Arab Republic	680
Somalia	6 119	Ecuador	678
Myanmar	5 505	Thailand	670
United Republic of Tanzania	4 841	Lesotho	604
Egypt	4 687	Central African Republic	597
Philippines	4 624	Honduras	593
Zaire	4 606	Mauritania	547
Nepal	4 353	Democratic People's Republic of Korea	527
Liberia	3 954	Maldives	519
Zimbabwe	3 299	Nicaragua	513
Turkey	3 162	Guinea-Bissau	450
Afghanistan	2 756	Mexico	435
Malawi	2 731	Congo	410
Madagascar	2 719	Peru	408
Zambia	2 379	Gambia	384
Mali	2 282	Cuba	343
Bolivia	2 268	Chad	330

/...

Annex IV (continued)

	Value (In thousands of United States dollars)		Value (In thousands of United States dollars)
Sri Lanka	2 152	Equatorial Guinea	322
Namibia	2 003	Tunisia	316
Guinea	2 100	Paraguay	313
Ghana	1 918	Guyana	304
Sierra Leone	1 878	Swaziland	301
Morocco	1 830	Comoros	294
Senegal	1 804	Mongolia	291
Colombia	292	Mauritius	276
Yemen	1 572		
Jordan	1 569		
Iran (Islamic Republic of)	1 477		
Togo	1 304	All others under \$250 000	<u>5 008</u>
Lebanon	1 186		
Lao People's Democratic Republic	1 135	Total	<u>319 494</u>



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FOR ACTION

PROGRAMME DEVELOPMENT IN THE EASTERN AND SOUTHERN AFRICA REGION

The present document reports on and analyses major new trends and developments of UNICEF programme cooperation in the Eastern and Southern Africa region during 1992.

The UNICEF regional office has responsibility for UNICEF cooperation in the following countries: Angola, Botswana, Burundi, Comoros, Ethiopia, Kenya, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Rwanda, Sao Tome and Principe, Seychelles, Somalia, Swaziland, Uganda, United Republic of Tanzania, Zambia and Zimbabwe.

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I. DROUGHT AND POLITICAL CONFLICT

1. Conflict and drought caused severe emergencies that affected more than 50 million people, or 21 per cent of the total population in the Eastern and Southern African region in 1992. The donor response was closely linked to media attention to the various country emergencies. For example, the Special Emergency Programme for the Horn of Africa appeal for Somalia was only 26 per cent funded by August 1992, but after the Secretary-General of the United Nations drew the attention of the Security Council and the international media to the plight of the Somalis, it jumped to 69 per cent. Kenya and Mozambique also received considerable media attention and were relatively well funded, while Madagascar, Malawi and Zimbabwe were initially forced to manage for themselves, mainly by diverting scarce human and financial resources away from development to emergencies. At the same time, the silent emergency of poverty, disease and undernutrition continued to affect over one half of the population, making 1992 doubly difficult for the poor in drought and conflict countries.

A. Conflict-related emergencies

2. The end of the cold war created a vacuum in the Horn of Africa, where both Ethiopia and Somalia continued to undergo political transition. Ethiopia had a fruitful year of reconciliation, including local-level elections. There is also peace in the province of Eritrea, and it appears that the referendum on independence (to be held in April 1993) will proceed smoothly. In the meantime, some 2.75 million Eritreans need relief assistance to overcome the legacies of more than 30 years of civil war and a year of drought.

3. By contrast, Somalia collapsed in 1992 into total anarchy which has left over 4.2 million people in need of food aid. In 1992 alone, approximately 300,000 people (mostly young children) have died from disease, dehydration and starvation. Most relief personnel were forced to evacuate the country during a period of intense fighting between October 1991 and April 1992, leaving much of the population without food. When relief efforts resumed, there were marked improvements in the food supply position, but continued anarchy and chaos prevented the establishment of sustainable civil order for food distribution. In December, the United Nations deployed a large United States-led force to facilitate humanitarian relief distribution and to contain one of the world's most horrific tragedies.

4. The civil war in southern Sudan escalated in 1992, with the Government's dry season military offensive recapturing many towns formerly under the control of the Sudan People's Liberation Army (SPLA). SPLA has split into at least three factions, and in September 1992, two UNICEF staff working for the United Nations Department of Humanitarian Affairs (DHA) Operation Lifeline Sudan were killed as the most recent split occurred. Southern Sudanese refugees who had fled Ethiopia when the Mengistu Government fell were once again trekking to the relative safety of western Ethiopia to become refugees once more by mid- to late-1992. At the same time, Somali civilians were crossing into Ethiopia's Ogaden region to become refugees, bringing the number of refugees, returnees and drought-affected people in Ethiopia to about 12 million.

5. In Mozambique, continued civil war and the worst drought in memory created severe food shortages for some 3 million to 4 million people. Negotiations to secure a cease-fire to deliver relief into contested drought-affected areas paved the way for an October peace accord. The United Nations Security Council is sending troops to oversee the peace process. Their numbers will be much greater than they were in Angola, where the United Nations was unable to prevent the rekindling of the country's civil war following national elections. In addition, logistical constraints and the chronic nature of the conflict have impeded the delivery of required relief. Large-scale needs are projected through 1993-1994 to assist some 60,000 soldiers who are demobilizing, 1 million refugees repatriating from neighbouring countries and several million displaced persons resettling in their home areas.

6. In Angola, unfortunately, the hope that followed the 1991 peace agreement has dissipated. Although national elections were held in September 1992 under international supervision, the Union for the Total Independence of Angola was dissatisfied with the results and resumed hostilities. As a result of fighting in Luanda, United Nations staff were temporarily evacuated in November 1992, returning in early December to a tense, war-like, pre-election situation.

B. Drought-related emergencies

7. In southern Africa (including South Africa), the worst drought in living memory has reduced food production by 50 per cent, and has decimated major water sources such as the Limpopo River and cattle herds (with many animals killed and their meat put into old storage). While household incomes have declined precipitously, the prices of staple foods have increased by 30 to 200 per cent. Some 21 million people experienced severe food shortages, and health and nutrition conditions deteriorated during 1992. Although seasonal rains in late 1992 were reasonably good across much of eastern and southern Africa, recovery will not be immediate and many small-scale farmers will need help to restore lost assets and output.

8. Although Botswana, Namibia and Zimbabwe met a large part of relief needs using national resources, their drought-affected neighbours - with limited financial resources, poor transportation networks, inadequate information systems and weak institutional capacity for relief planning - were chiefly reliant on donor aid. This has raised the question of how relief can be better used in the future to build national capacity.

9. The donor response to the drought has been coordinated under the Drought Emergency in Southern Africa Appeal, formulated by an inter-agency team (headed by DHA) and the Southern Africa Development Coordination Conference. About \$600 million was initially pledged against the \$856 million appeal (including about \$52 million sought by UNICEF). In addition, the World Bank pledged \$310 million to support non-food sectors and agricultural rehabilitation in Malawi, Mozambique, Zambia and Zimbabwe. While the response has generally been good, pledges were not always delivered on schedule, allocations have been very uneven among countries and between sectors, and certain non-food sectors such as water supply and health have not been well-supported overall. The appeal was updated in December, but a thorough reassessment will be needed in early 1993.

10. Southern Madagascar and northern Kenya also experienced severe drought conditions in 1992. In Kenya, the influx of 375,000 Somali refugees has complicated relief efforts for some 2.1 million affected people and further burdened water resources and basic services infrastructure in the arid border areas. In Madagascar, which had still not completely recovered from a 1991 drought, economic constraints and political insecurity exacerbated the situation.

II. THE ECONOMIC SITUATION

A. The regional economy

11. Although eastern and southern African countries continued to follow the structural adjustment prescriptions of the World Bank and the International Monetary Fund (IMF), drought and political instability at home, combined with economic recession abroad, have kept growth well below the 4 per cent previously projected. As a result of the drought, poverty increased, economic output fell (by 5 to 12 per cent in the larger economies of Malawi, Zambia and Zimbabwe) and progress from structural adjustment (e.g. in Kenya and Mozambique) faltered. At the same time, rural outmigration, livestock deaths, seed stock losses and job losses related to business failures (due to power and water shortages and declines in consumer demand) eroded household reserves as well as the productive base for future growth.

12. Political instability also limited growth in several countries in the region. Although Ethiopia, Mozambique and South Africa became more stable in 1992, improvements were limited and precarious and did not provide conditions for accelerated growth. By contrast, in Angola, Kenya, Rwanda and Somalia, the political situation deteriorated, discouraging investment and prompting capital flight. Ethiopia, South Africa, Uganda, the United Republic of Tanzania and Zimbabwe have started to reduce military expenditures, but this may involve social costs (e.g. higher unemployment) and the risk of further instability. Uganda demobilized 60,000 troops in 1992, setting a valuable precedent.

13. With recession in the industrialized economies, the demand for Africa's commodity exports remained low. Commodity prices have fallen in real terms for the last five years, to almost one half of their 1979-1981 levels, with the region's coffee, cotton and sugar producers suffering the largest losses in 1991-1992. Moreover, trade barriers continue to be a disincentive for export diversification. With only marginal reductions in debt service obligations, most countries continue to struggle with severe deficits in the balance of payments. This has brought about continued currency depreciation and domestic inflation, with serious consequences for the poor.

B. Resources for human investment

14. Overall rates of domestic saving and investment remain low in many countries in the region. Foreign private investment also remains low, but multilateral investment has probably expanded. New lending from the African Development Bank rose to \$1 billion and the World Bank's gross lending to Africa rose to nearly \$4 billion in 1992, with about 80 per cent granted on highly

concessional (International Development Association) terms (e.g. for emergency reconstruction in Ethiopia, infrastructure rehabilitation in Angola, privatization and industrial reform in Zambia, and economic recovery in Mozambique). Moreover, Kenya, Malawi, Mozambique, Zambia and Zimbabwe have gained from World Bank and IMF lending intended to offset the costs of the drought and to promote recovery in the agriculture and water sectors.

15. Some countries (e.g. Mozambique, Uganda and Zambia) have won reductions in their outstanding debt obligations to the Paris Club. But these reductions may not bring improved cash flows for these Governments: actual repayments are often much less than obligations; some creditors are reducing bilateral official development assistance in tandem with debit reductions; and a considerable part of debt servicing is not to Paris Club members but to the World Bank and IMF, institutions constitutionally forbidden to reschedule debt. In brief, there continues to be a need for additional financial flows to Africa coupled with a more comprehensive approach to debt reduction.

III. TRENDS AND PROSPECTS

A. National programmes of action

16. Most eastern and southern African countries have finalized their national programmes of action (NPAs) for children. Only in Angola, Somalia and South Africa has the NPA process not yet begun. In many countries in the region, the exercise of preparing an NPA - which articulates a Government's strategies for achieving the goals of the World Summit for Children - has created a genuine intersectoral approach to human development, a growing ability to assess and analyse the causes of development problems (including the underlying problem of poverty) and an increasing awareness of the importance of data for monitoring progress. In 1992, UNICEF focused on assisting Governments to formulate their NPAs and to develop systems to monitor both NPA implementation and progress towards the 1990s goals. In most countries in the region, monitoring is now the responsibility of an interministerial unit supervised by a key development ministry. Many of the countries have recently updated national statistics, particularly of the critical indicators (access to basic services and infant, child and maternal mortality rates) through national censuses or health and demographic surveys.

B. Trends in major indicators

17. A number of indicators have shown stagnation or reversal in recent years as a result of revisions in historical baseline data, limitations in social sector resources and unanticipated economic and health developments. It now appears that data established in 1990 were based on limited information. For example, in Zambia the estimated infant mortality rate has been revised from 82 to 112 per 1,000 live births. At least as importantly, declines in public sector services, coupled with extraneous events such as the drought, the loss of trained people due to migration and diseases such as acquired immune deficiency syndrome (AIDS) and economic crises have led to decreases in some key sectors; for example, in Harare, Zimbabwe, primary school enrolment has fallen from about

98 to 90 per cent, and the under-five mortality rate is projected to rise from 87 to 141 per 1,000 live births (if current trends persist) by 1994.

18. These trends have several causes. The cholera corridor has expanded and now includes Angola, Malawi, Mozambique, the United Republic of Tanzania, Zimbabwe and Zambia (where 30 per cent of cholera cases proved fatal in the October 1992 outbreak). Malaria remains a major killer in many countries, with research institutes reporting growing resistance to anti-malarial drugs such as chloroquine. In several countries, it has been difficult to increase immunization levels as rapidly as during the late 1980s as economies weakened and as health manpower was deployed to distribute food in the drought emergency. The drought across southern Africa raised malnutrition levels in many countries, with continuing effects as countries recover, and may maintain limits on social programme expenditures in the context of structural adjustment.

19. Yet the most worrisome cause for these reversals is the AIDS pandemic. All eastern and southern African countries now report human immunodeficiency virus (HIV)/AIDS cases. In Uganda and Zimbabwe, 10 to 12 per cent of adults are believed to be HIV-positive. As these people develop AIDS and die - already AIDS is the leading killer of adults in Uganda - the most productive sector of society will shrink, with devastating consequences for child welfare, social stability and economic productivity, to say nothing of the enormous burden placed on already fragile health care systems. Moreover, women and children will be the greatest AIDS sufferers: women are infected with HIV more often than men (as much as six times more often for those aged 15-20 years in Uganda); some 30 to 40 per cent of infants born to HIV-positive mothers will develop the disease and die from it before their fifth birthday; and the children who survive such births are likely to become AIDS orphans.

20. Another major challenge lies in access to safe water and adequate sanitation. The 1992 drought is a reminder that water resources in the region are limited and that shortages can have dramatic effects not only on health, but also on industrial and agricultural production (and, therefore, on food security and nutrition). Even before the drought, it was apparent that access to safe water in some countries was declining. In Kenya, for example, as hillsides, river beds and water catchment areas were cleared to make farmland, water sources - even in water-rich areas - dried up or became silted or contaminated with herbicides and insecticides, forcing an ever growing population to draw water from a declining number of safe sources. Reversing environmental degradation is a necessary component to ensuring access to safe water and, thus, to adequate sanitation.

C. Democratization

21. In 1992, the demand for multi-party democracy spread throughout the region. Even Governments that have not fully embraced multi-party democracy have opened up their political processes. These developments have been positive, but they have also created uncertainty and instability in the short run. Moreover, the new Governments (and their donor partners) have created expectations that they are now challenged to meet.

22. In South Africa, the transition to majority rule has not been as rapid or as decisive as hoped, but it continues, having encountered - and overcome - several obstacles. These include the Government's whites-only referendum on South Africa's future (in March), the African National Congress (ANC)-led general strike (in August), escalating violence (particularly in Natal province), Inkatha's withdrawal from bilateral talks with the Government (in September) and a four-month hiatus in ANC/Government negotiations (ending in October). There remains considerable distance between ANC and the Government on economic and constitutional matters. In a major concession, ANC agreed that the multilateral Conference for a Democratic South Africa (CODESA) would determine whether the new South Africa will be a unitary State (as ANC desires) or a highly decentralized federal State (as the Government and its right-wing and homeland allies desire). Hence CODESA, struggling to find a new format that is both more efficient and more representative before multilateral talks resume (probably in March 1993), has been empowered to impose constitutional limits on the constituent assembly which will govern a free South Africa. At the same time, ANC (in November) formally decided to seek a Government of national unity (including the National Party) for the transition period and possibly even beyond South Africa's first "all-in" democratic elections (now scheduled for March or April 1994).

D. The International Conference on Assistance to African Children

23. Mobilization efforts in 1992 were centred on the Organization of African Unity (OAU) International Conference for Assistance to African Children (ICAAC) held in Dakar, Senegal, in November, and involving UNICEF, other United Nations agencies, donors, non-governmental organizations and most African Governments. ICAAC, which had its genesis at the 1991 OAU Summit meeting, aimed to raise the profile of Africa's problems as they relate to children. In the Consensus of Dakar, participating Governments pledged to attain six targets for children and women by 1995. These targets are intermediate to attaining the goals contained in the NPAs and can be achieved at low-cost, with the commitment of national leadership and social mobilization rather than through the allocation of major additional financial resources. They include (a) raising immunization levels to 90 per cent for measles; (b) raising immunization levels to 80 per cent for the other vaccine-preventable diseases; (c) achieving 80 per cent usage of oral rehydration therapy; (d) eliminating iodine deficiency disorders; (e) eliminating vitamin A deficiency; and (f) encouraging exclusive breast-feeding for four to six months and sustained breast-feeding for up to 24 months. The Dakar Consensus also launched a new effort to combat a decade of decline in African incomes by mobilizing donor and government resources, with emphasis on restructuring national budgets to release more money for child survival and development.



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PROGRAMME DEVELOPMENT IN THE WEST AND
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The present document reports on and analyses major new trends and developments of UNICEF programme cooperation in the West and Central Africa region during 1992.

The UNICEF regional office has responsibility for UNICEF cooperation in the following countries: Benin, Burkina Faso, Cameroon, Cape Verde, Central African Republic, Chad, Congo, Côte d'Ivoire, Equatorial Guinea, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Mauritania, Niger, Nigeria, Senegal, Sierra Leone, Togo and Zaire.

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INTRODUCTION

1. The process of democratization continued unabated throughout the region, albeit often in an atmosphere of turbulence and tension. The transfer to civilian rule in Nigeria was postponed by several months. Results of the presidential election in the Central African Republic were declared null and void. Cameroon, Chad, the Congo, Guinea, Mali, Mauritania, the Niger, Senegal and Togo were at times shaken by severe social and political unrest. On a more positive note, free and relatively fair democratic presidential elections in Ghana and Mauritania returned the incumbents to power.

2. Despite the Yamoussoukro Summits, peace seems to elude Liberia for the time being. In October, the forces that control large areas of the country launched an attack on the forces of the Monitoring and Observer Group of the Economic Community of West African States in Monrovia, resulting in thousands of casualties as well as a new influx of displaced persons arriving in the capital. Along with other United Nations personnel, most UNICEF employees were temporarily evacuated to Abidjan, Côte d'Ivoire, leaving a few essential staff to assist with the new emergency. Neighbouring Côte d'Ivoire, Guinea and Sierra Leone, already overburdened by a large population of refugees and displaced persons, saw their numbers swell as a result of the new fighting. In Sierra Leone, border area hostilities continued to aggravate an already difficult situation. A special subregional appeal was launched to respond to the increased needs of women and children.

3. The region's economic decline continued, with population growth still outstripping modest economic gains. For almost all the countries in the region, 1992 has been a year of moderate or no economic growth - even negative growth in a few instances. Governments' efforts to cope with the requirements of structural adjustment, continuing unfavourable export prices, domestic political unrest and effects of the debt burden have stymied national economies and imposed new levels of hardship on the poor. The forgiveness or rescheduling of some external debts other than those from international financial institutions, which are never forgiven or rescheduled, have relieved the repayment burden for some countries, but have not resulted in a net infusion of resources for their hard-pressed economies.

4. For Africa, the most important post-Summit event of the year was the International Conference on Assistance to African Children (ICAAC), sponsored by the Organization of African Unity (OAU), held in Dakar, Senegal, in November 1992. The conference adopted the "Consensus of Dakar", outlining commitments of African countries and donors to children. Delegates agreed to a series of mid-decade health goals and recommended the establishment of a continental follow-up mechanism under the auspices of OAU to monitor formulation and implementation of national programmes of action, which can now be expected to integrate these goals. Donor partners and international financial institutions committed themselves to making efforts to expand official development assistance, in particular to the social sector, and to promote debt cancellation to benefit children.

5. Cooperation between UNICEF and the African Development Bank (AfDB) was taken a step further with the signing of the Memorandum of Understanding by the

Executive Director and the AfDB President. The Memorandum of Understanding proposes a series of working modalities between the two institutions, including a cost-sharing arrangement for project cooperation.

I. PROGRAMME ANALYSIS

6. The Bamako Initiative, a strategy strongly endorsed by the Board, is now almost universally adopted as the key health strategy throughout the region and is being widely implemented, with several countries such as Benin and Guinea going to scale. The World Bank, in its health policy document "Better Health for Africa", has also adopted the Bamako Initiative as the main health strategy. At a regional health review held in Abidjan in September 1992, UNICEF country offices in Cameroon, the Congo and Equatorial Guinea committed themselves to promoting implementation of the Bamako Initiative on a national scale. Several countries, including Guinea-Bissau, Mali, Mauritania, Nigeria and Togo, have begun successfully to implement the Bamako Initiative strategy in specific regions. Others, such as Burkina Faso, the Central African Republic, Côte d'Ivoire and Senegal, have adopted the Bamako Initiative in their national health policies and are starting in selected districts.

7. Countries that are revitalizing their health systems in the context of the Bamako Initiative such as Benin and Guinea, or those with well-developed health systems such as Cape Verde and the Gambia, were able to sustain or attain even higher vaccination coverage. However, most countries experienced a drop in coverage during 1992. In some of the high coverage countries, efforts are under way to develop or strengthen epidemiological surveillance systems in order to facilitate monitoring of impact.

8. Concerning other child survival and development interventions such as diarrhoea prevention and case management, and the control of acute respiratory infections (ARI) and malaria - the main killer diseases in the region - coverage remains low, although access is around 50 per cent in many countries, especially in Bamako Initiative areas. In order to facilitate a more systematic approach, UNICEF and World Health Organization (WHO) regional directors have agreed to replace the various joint technical groups by a single joint technical group on the reinforcement of women's health and child survival in order to analyse key obstacles to improving effective coverage of these interventions and to facilitate concerted and corrective actions.

9. With the worsening situation of acquired immune deficiency syndrome (AIDS) in the region, most UNICEF-assisted programmes have now integrated AIDS and sexually transmitted disease (STD) components. Informal networking has begun between STD/AIDS coordinators, WHO and UNICEF staff in several countries, as well as with the World Bank, the Organization for Coordination and Cooperation in the Control of Major Endemic Diseases in West Africa, Cooperative for American Relief Everywhere, Inc. (CARE), and bilateral donors. In order to strengthen reproductive health activities in the region, a careful selection of cost-effective intervention packages is required, with integration into the Bamako Initiative as well as the development of an effective interfacing with households in the spirit of women's empowerment. This year saw a testing of a newly developed safe motherhood training package, launched at an interregional workshop held in Ouagadougou, Burkina Faso. Furthermore, a French-speaking

safe motherhood network, created with World Bank support, has provided an entry point for overall strengthening of women's health interventions.

10. The lack of quantified nutrition goals in most NPAs and the strong food bias in nutrition strategies in many countries brought out the need for closer coordination between UNICEF, WHO and the Food and Agriculture Organization of the United Nations (FAO). In the context of the Joint African Task Force on Food and Nutrition, collaboration with FAO and WHO on common nutrition strategies is being gradually strengthened. Existing nutrition surveillance systems are being reoriented towards enhancing problem-solving capacity at district, community and household levels. The positive evaluation of the community-based nutrition programme in Segou, Mali, and the health and nutrition review in the Niger confirm the appropriateness of this strategic shift.

11. Progress in combating vitamin A deficiency is complicated by the lack of field trials, demonstrating the limited impact of routine supplementation with vitamin A on infant mortality reduction in the specific context of the region, which is prone to a high incidence of infections. Progress in eliminating iodine deficiency is hampered by logistical problems of iodizing and distributing salt as well as the high cost of iodine water dissolvers, capsules and injections.

12. Following positive experiences in Côte d'Ivoire and Nigeria, 14 countries in the region have taken up the "baby-friendly" hospital initiative with the objective of reaching at least 100 hospitals and maternity centres by the end of 1992. The goal is to have each and every hospital become baby-friendly by 1995. The importance of this effort is underscored by the fact that exclusive breast-feeding during the first six months is rather rare in the region, necessitating a major educational effort in order to ensure that the positive impact of exclusive breast-feeding on diarrhoea-related mortality is not lost. The approach of the West and Central Africa region emphasizes microplanning and monitoring of implementation at the hospital level and takes into consideration the programmatic implications of going-to-scale.

13. Most of the dracunculiasis (guinea-worm disease) endemic countries have developed national plans of action for its eradication. Whereas Cameroon is already close to achieving virtual elimination, Benin and Ghana are showing sharp reductions in prevalence. Regional capacity for dracunculiasis surveillance and mapping is improving rapidly with assistance from EPICENTRE and the guinea-worm eradication support team, outposted to Burkina Faso.

14. The education sector is receiving more emphasis in UNICEF-assisted programmes in the region, with primary support being renewed in early childhood, formal and non-formal basic education. However, progress on this issue is often hampered by the lack of a clear government policy in education, which could help to determine the kind of society that would be the most beneficial to the nation. At a regional meeting of representatives in Abidjan in September 1992, a workshop on education was led by the UNICEF education cluster on the theme "Decolonizing African Education". UNICEF capacities in education were further enhanced by a workshop on early childhood development and education analysis. A pressing need remains for UNICEF to identify and

attract professional staff in this field, in particular African nationals, to lead this process within the organization.

15. A regional consultation on participatory development, bringing together UNICEF staff, government counterparts and non-governmental organizations (NGOs), made recommendations for participatory approaches pertinent to reaching the decade goals in the region. In the spirit of technical cooperation among developing countries, resource persons from three continents shared views and experiences directly benefiting country offices in the region. In November 1992, UNICEF organized jointly with the United Nations Educational, Scientific and Cultural Organization (UNESCO), the World Bank, AfDB and the Government of Côte d'Ivoire a seminar on the cultural dimension of development, focusing, inter alia, on the role of communities and the cultural approach to development.

16. With most Governments now acknowledging the problems surrounding children in especially difficult circumstances (CEDC), the regional office has begun to strengthen support to country offices in situation analysis, programme development, training and advocacy of child rights. It is in this vein that it is proposed to create in 1994 the post of regional adviser, CEDC, offset by the abolition of the post of regional adviser, community development. A close collaboration was established with the Americas and Caribbean Regional Office, benefiting from a mission of the former CEDC adviser, who assisted the regional office in developing a CEDC programme for the region. Several UNICEF offices, including Benin, Cameroon, the Central African Republic, Côte d'Ivoire, Nigeria, Senegal and Togo, have commissioned CEDC studies, working closely with government and NGO counterparts in this effort. Burkina Faso elaborated an extension of its CEDC programme during the proposed 1993-1994 bridging programme. The regional office collaborated closely with the International Labour Organisation during a subregional seminar on working children held in Dakar. The growing number of AIDS orphans in several countries urgently requires an analysis of the situation and programmatic interventions.

17. Cognizant of the urgency to improve the condition of women in the region, UNICEF offices increasingly target women as beneficiaries in health and education and are working more closely with Governments in the application of the Convention on the Elimination of All Forms of Discrimination against Women. Situation analyses now routinely disaggregate data by gender, highlighting the specific needs of women. A training workshop on gender analysis, to be held later in 1993 in the region, as well as a regional programme establishing programme and advocacy strategies, are expected to contribute to improving the quality of the situation analysis and programming for women. Particular and urgent attention needs to be given to the discriminatory position of the girl child. This theme was pursued at a recent symposium held in Nouakchott, Mauritania, in collaboration with the Maghreb Arab Union.

II. EXTERNAL RELATIONS

18. Social mobilization programmes show improved effectiveness as they move away from short-lived vertical campaigns to long-term integrated support to country programmes in an effort to bring about broader participation by the communities themselves and more lasting behaviour changes. The West and

Central Africa country programme recommendations of the Central African Republic, Mali and Mauritania, being submitted to the 1993 Executive Board session, show that this approach was followed consistently. Valuable lessons were learned from social mobilization evaluations in Burkina Faso and Ghana. While showing significant contributions made to universal child immunization, results showed the need to more fully involve all partners in the process, in particular NGOs and the private sector.

19. With most countries in the region having ratified the Convention on the Rights of the Child, the challenge now lies in its implementation. Contacts have been established with parliamentarians in countries drafting new constitutions or reviewing clauses in existing legislation. Furthermore, UNICEF is supporting a regional comparative study on child legislation and the requirements of the Convention. In order to promote girls' education, two television spots were developed with UNESCO.

20. With the spread of AIDS taking on alarming proportions, the regional office undertook a review of available behavioural research as a first step in developing a communication strategy targeted to adolescent and pre-adolescent girls. The review revealed the limited number of studies done in the region, pointing to the need for qualitative research on behavioural issues by selected field offices.

21. In the spirit of national capacity-building and mobilizing strategic alliances in the region, collaboration with the Pan-African Radio and Television Association is being strengthened, involving the co-production of documentary films on priority themes in the three regions of Africa, as well as the training of television producers. This is in addition to a major programme to train rural radio producers, implemented with FAO. The well-known Malian film-maker, Cheik Oumar Sissoko, was commissioned to produce a special video on community development, which was shown at ICAAC.

22. In order to support country offices in their fund-raising efforts, programme information country kits were produced for Côte d'Ivoire, the Congo, Guinea, Guinea-Bissau and Nigeria. In its search to identify a number of countries in the region with domestic fund-raising potential, Greeting Card and related operations has targeted Cameroon, Côte d'Ivoire, Gabon, Nigeria and Senegal for private sector fund-raising initiatives.

III. OPERATIONAL AND MANAGEMENT ISSUES

23. In a climate of political instability, security remains an issue of major concern. At least 10 offices have made use of various phases of the United Nations emergency plan during the year. One local staff member was killed in N'Djamena, Chad. The great majority of United Nations staff in Monrovia were temporarily evacuated to Abidjan, leaving only the most essential staff to deal with the new crisis. This emergency has highlighted the urgent need to improve regional capacity to communicate with and among country offices, given the poor state of telecommunications in the region. In order to cope better within the crisis environment, a regional strategy to adjust operational mechanisms is under serious consideration. A workshop on emergencies strengthened capacities of UNICEF staff in country offices.

24. Increased attention is given to office structures as they relate to country programming. In this spirit, the Budget Planning and Review Committee exercise ran parallel with the final review of country programme recommendations for the 1993 session of the Board. A workshop on the "country programme management plan" was conducted before the budget exercise, enabling country offices to better link budget proposals to programme implementation needs.

25. Regional workshops were held in the areas of education, administration/personnel, finance/budget and water supply and environmental sanitation. Other training events and meetings centred around health (health planning, AIDS, safe motherhood, planning for the baby-friendly hospital initiative), management information systems and programme communication.

26. With the recruitment of subregional coordinators for electronic data processing (EDP) based in Bamako (Mali), Dakar, Kinshasa (Zaire), Lagos (Nigeria), and Ouagadougou, respectively, the region's management information systems network has begun to assist country offices in computer systems development, computer training, hardware maintenance and upgrading. Furthermore, country offices are expanding their own base of systems expertise with the designation of EDP focal points. A major objective is hardware and software standardization, which is expected to result in considerable cost savings.



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PROGRAMME DEVELOPMENT IN THE AMERICAS AND CARIBBEAN REGION

The present document reports on and analyses major new trends and developments in UNICEF programme cooperation in the Americas and Caribbean region during 1992.

The UNICEF regional office has responsibility for cooperation in the following countries and Territories: Anguilla, Antigua and Barbuda, Argentina, Barbados, Belize, Bolivia, Brazil, British Virgin Islands, Chile, Colombia, Costa Rica, Cuba, Dominica, Dominican Republic, Ecuador, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Mexico, Montserrat, Nicaragua, Panama, Paraguay, Peru, Saint Kitts and Nevis, Saint Lucia, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago, Turks and Caicos Islands, Uruguay and Venezuela.

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I. THE REGIONAL CONTEXT

1. In 1992, women in Latin America and the Caribbean played a leading role in the "birth of conscience", which affirms peaceful coexistence as the basis for human development, and earned for the region, as well as for all women in the world, the Nobel Peace Prize.

2. In general terms, the region's countries managed to survive the most acute manifestations of the crisis of the 1980s. Despite this, Brazil is still plagued by very high inflation, Peru is experiencing its fifth year of negative economic growth, per capita gross domestic product in Suriname continues to decline rapidly, Haiti flounders in isolation and misery and Cuba continues to suffer the consequences of the trade embargo and the virtual disappearance of its commercial exchange with the formerly centrally planned economies which, in their new situation, are not only demanding direct investment and official aid for their own development, but also competing in world markets against Latin America and the Caribbean.

3. In aggregate terms, the region is expected to grow by 2.4 per cent in 1992, a lower rate than the 3.5 per cent for 1991. Such growth, considerably slower than that of 1991, masks significant differences between countries and is marked by serious commercial and financial strains. In 1992, Barbados, Brazil, Haiti and Peru each experienced negative growth in gross national product. Between 1981 and 1991, the aggregate price variation for the region's principal export products was negative for 14 out of a total of 17. Foreign debt continues to loom large over the region. In 1991, the latest year for which information is available, the cost of servicing the debt came to \$47 billion, more than 30 per cent of regional exports.

4. Despite renewed growth, it is estimated that by the end of the century between 4 million and 6 million more will be added to the region's present 195 million poor inhabitants. Thus, the high social costs of adjustment, persistent and prolonged periods of negative economic growth in certain countries, and political violence and environmental erosion, among other factors, all point to an increase in the number of the chronically poor and the indigent. In both cases, children are in the majority and the number of women is growing.

5. In 1992, investment levels have begun to give signs of recovery in most countries of the region, but the allocation of investment is still not directed to achieving positive social impact. As a result, a consensus is emerging that the accelerated economic growth of the 1970s and the widespread victory of democratic and pluralistic regimes in the 1980s, ought to reach a high point in the 1990s with significant social development; otherwise, the setback would be costly not only in political terms, but also in social and economic ones as well. Expressing this regional consensus, UNICEF stated in "The Children of the Americas" the inescapable need to promote redistributive social adjustment as a mechanism for settling the regional social debt, the most numerous creditors of which are the children and women of Latin America and the Caribbean.

6. The fundamental elements of social adjustment, as proposed by UNICEF, refer to surmounting the structural obstacles that jeopardize the viability of development and modernization in our societies. Once the region's economies have substantially reached macroeconomic equilibrium and initiated open-market and free-trade policies, their sustainability will depend on whether countries manage to achieve real and effective competitiveness, something that is possible only through human development.

7. Surely one of the principal structural distortions that must be eliminated is that although children represent the region's most valued resource, no other group in Latin America and the Caribbean suffers as massive, intense and growing poverty as do children. Thus, it is necessary to direct adjustment and social investment to substantially reduce the 900,000 deaths of children under five years old and the deaths of 28,000 mothers that occur each year in the region. This will avoid the wastage of resources and the social threat represented by 6 million children under five years old who suffer from moderate malnutrition and 1 million children who suffer from severe malnutrition; 88 million persons denied access to drinking water and 139 million without basic sanitary services; and 12 million children, as many as are born in the course of a year, not attending a school.

8. Thus, social adjustment should articulate economic and social policies through investment in physical and social infrastructure and improvement of the quality and content of services, according priority to the satisfaction of basic needs and to support for the most vulnerable social groups. Only in this way will it be possible to avoid handing down poverty from generation to generation.

II. STRATEGIC AND PROGRAMMATIC RESPONSES IN 1992

9. In order to create the best possible conditions for the effective application of the Convention on the Rights of the Child, the Convention on the Elimination of All Forms of Discrimination against Women (CEDAW) and the national programmes of action for children - all instruments to obtain the social adjustment that UNICEF is proposing for the region - three strategic initiatives will be further reinforced. The initiatives include:

(a) maintaining political commitment at the highest level and with the broadest public support for goals for children for the year 2000; (b) operational involvement of the most important institutions and funding sources; and (c) support for social mobilization.

A. Maintaining and strengthening political commitments for meeting the goals for children and development by the year 2000

10. Latin American and Caribbean countries have shown themselves to be in the forefront in the commitment to design and adopt national programmes of action, accounting for 22 complete national programmes. In most cases, the plans were approved at the highest political levels, while high-level commissions consisting of ministries, decentralized public bodies and private institutions were charged with executing them. Among Caribbean Community (CARICOM)

countries there is a need to define goals for children that reflect Caribbean realities. Most global goals have been met, but the situation of children in areas of protection (children in especially difficult circumstances (CEDC), youth in crisis, child abuse, etc.) and development is precarious. Most Caribbean countries have yet to complete their national programmes of action.

11. The formulation and approval of national programmes of action are signs of compliance with the commitments made at the World Summit for Children (WSC) and express effective political will, ratified by the Ibero-American presidents on the occasion of their second conference. Such high-level commitments in each country were accompanied by concrete actions followed up at the "Latin American Meeting for the Evaluation of National Plans in Favour of Children", held in Mexico. There, representatives of Latin American Governments, recognizing the challenges of making the national programmes of action operational and funding them, published the "Tlatelolco Declaration in Favor of Children", emphasizing the urgent need to convert the national programmes of action into "social policy instruments and basic components of the strategy for the struggle against poverty and the reduction of social and cultural inequalities". As a follow-up to WSC, the Inter-Agency Coordinating Committee (ICC), comprised of representatives of the United Nations Population Fund (UNFPA), UNICEF, the Inter-American Development Bank (IDB), the World Bank, the United States Agency for International Development (USAID), as well as other cooperation institutions and presided over by the Pan American Health Organization/World Health Organization (PAHO/WHO), joined by government delegates and members of parliament from 28 countries, met in Brasilia, Brazil, to review the progress of national programmes of action, identify strategies to improve them and prepare work plans for 1992-1997.

12. In 1993, the Government of Colombia will convene an inter-American meeting to follow-up on national programmes of action and to prepare for a medium-term evaluation in 1995. UNICEF has been invited to provide support for coordinating this meeting as well as a regional preparatory meeting for the International Year of the Family, to be held in August 1993. In the first case, there will be close cooperation with the six agencies that comprise ICC, and in the second case with the Economic Commission for Latin America and the Caribbean (ECLAC), the United Nations Development Programme (UNDP) and the United Nations Development Fund for Women (UNIFEM).

13. Mobilization activities in several Caribbean countries in support of the Convention on the Rights of the Child and the meeting of non-governmental organizations (NGOs) in Lima, Peru, on the "International Defence of Children" are expressions of the political commitment of the region to support the Convention. In this connection, Bolivia approved the Code for Minors in December 1992. Ecuador developed a campaign for the elimination of maltreatment and violence against children. In 1993, Ecuador is also planning a children's story contest for Indian children, as well as a mobilization of children with regard to the Rights of the Child and environmental needs. In Central America, research on national legislation was conducted, seeking to make it compatible with the Convention. Support was provided to Belize, Honduras, El Salvador and Guatemala for the preparation of reports to the International Child Rights Committee and proposals on legislation concerning

the adoption of minors in light of the Convention also advanced. Sixteen countries presented their national reports to the Child Rights Committee in 1992.

14. Caribbean, Central American, Andean and other regional ministers of health have agreed in different forums on the need to consolidate targets for universal child immunization; to eradicate wild polio virus, an achievement well on its way to completion since the latest case was in September 1991; and to reduce infant mortality rates, maternal mortality rates, low-birth-weight rates and under-five malnutrition rates in line with the decade goals for children.

15. Particular attention was paid to parliaments at national and subregional levels. Thus, commitment and support of the Parlamento Andino, the Parlamento Centroamericano and of parliamentarians from the Caribbean were provided for specific programmes, for the implementation of national programmes of action and for the application of the Conventions on the Rights of the Child and CEDAW. In particular, two subregional parliaments began to promote the revision of national legislation with a gender perspective.

16. The establishment of three subregional women's office networks (South America; Central America, Mexico, Cuba and the Dominican Republic; and the English-speaking Caribbean) constitutes important support for a greater role of women's organizations in public policy, decentralization processes and programme support. The increasing interest in participating in this exercise by the First Ladies was supported, and it was possible to obtain their involvement in activities aimed at eliminating neonatal tetanus, preventing adolescent pregnancies, promoting the baby-friendly hospital initiative, stimulating the development of rural area women and addressing family violence in the region.

B. Mobilizing institutions and funding sources at national and international levels

17. A strategic concept for the region is to raise the profile of women and children on the political agenda of each country, incorporating their needs in national budgets, while at the same time obtaining more external credit and official support for development. In this context, through support for investment and social emergency funds in Central America, it was possible to direct increasing resources to finance priority social area programmes and to initiate the first subregional CEDC programme, which was partially funded by IDB. Likewise, in 1992, it was possible to finalize IDB funding for Basic Services for Children in the Andean Region (PROANDES), a basic services project for the poorest populations of five Andean countries.

18. In Jamaica, with the support of the Netherlands Committee for UNICEF, the first agreement for debt relief for children became operational. In Bolivia and Honduras, similar transactions are being prepared with the support of UNICEF and the Canadian and Netherlands National Committees. Possibly in 1993 Ecuador will begin a similar programme, and with this, debt relief for children acquires a greater dimension in the region.

19. With the support of the Special Adjustment Facility for Latin America and the Caribbean (SAFLAC) resources, work has gone forward with the social investment funds in Honduras, El Salvador and Guatemala, where it was possible to mobilize considerable resources for depressed regions, municipalities and social sectors. In 1992, the Executive Board reviewed SAFLAC and expressed positive views about its operation. At the Board's request, a proposal for its continuation into the following triennium is being presented at the 1993 session.

20. In 1992 in Argentina, the World Bank approved a credit for \$100 million to support the national programme of action. A substantive portion of this funding is to support the mother and child component. In the areas of education, health and nutrition, UNICEF also used World Bank credits in Ecuador and Bolivia to assist in financing the respective national programme of action components.

21. This growing experience, as well as the need to support social policy and human development, reached a high point with the possibility of establishing institutional agreements to give shape to cooperation between IDB and UNICEF and between UNDP and UNICEF in order to mobilize external resources of substantially greater magnitude than in the past. For example, the regional office, together with UNDP and the Regional Employment Programme for Latin America and the Caribbean (PREALC), is assisting in the preparation of the Forum on Social Reform and the Struggle Against Poverty, to be held under IDB auspices in February 1993. The Forum will constitute the political basis for IDB capital replenishment in 1994-1998.

22. The Brazilian example of private sector contributions in the form of goods and funds for children's services has now spread to other countries such as Argentina and Ecuador. This constitutes a strategic area of work for UNICEF in the future and a largely unexploited source of support for children.

23. In order to enrich the dialogue with fiscal authorities and orient investment patterns towards the human development perspective, the region, with support from UNICEF headquarters, has conducted a study on the "Public Provision and Regulation in the Social Sectors". Additionally, monographs on social expenditure were produced in seven countries. Together they confirm that social expenditure in the past decade was unable to counterbalance the negative effects of the debt and of macro-economic disequilibrium, making more acute the already existing problems in supplying and funding social sectors. Thus, correcting the system's inequities and inefficiencies means going beyond restructuring budgets to basic social reforms that transform public institutions and include the private sector in order to ensure an equitable distribution of benefits. There is growing consensus in the region on this conclusion, and this could make it possible to expect an increase in the resources to be allocated by multilateral credit organizations to the social sectors, especially for human development. The same held true of national resources. None the less, the modalities of social reform are still being debated.

24. Current agreements with ECLAC, the Latin American Institute for Economic and Social Planning, PREALC and a new one with the Latin American Demographic Centre will help to operationalize and mobilize resources for national

programmes of action, as well as strengthen training, research and follow-up activities concerning the goals in favour of children.

C. Information, communication and social mobilization

25. Social mobilization, information and communication continued to rank high among the components of UNICEF cooperation in the region. About 25 per cent of UNICEF financial resources were devoted to a wide range of activities in this area. These activities respond to strong media, communication and social organization capacities and opportunities in the region. They also capitalize on recent political and administrative changes that promote public participation, local government action, as well as a new role for the civil society in the context of a human development process. The corresponding strategies and actions are geared to achieving results in the areas of resource mobilization, political will, popular will and behaviour.

26. Resource mobilization under well-established slogans such as Criança Esperanza (Children are Hope) and Los Niños Primero (Children First), as well as effective partnerships with the media, continued to develop favourably in 1992. Interpersonal communication to further the development of political and popular will was used in many forms and forums, notably in subregional parliamentarian groups, a First Ladies' movement, governors' conferences and municipal-level mobilization. Television and radio reach a sizeable number of families in the region, many of whom are in priority groups for UNICEF cooperation. Collaboration with outstanding production organizations will result in two series focused on knowledge and changing behavioural patterns: Plaza Sésamo IV (a Sesame Street-like television programme for children) and a popular radio health encyclopaedia (based partly on Facts for Life for adults and adolescents). Regional, subregional and country-level alliances with the media through motivation, exchange of experiences and collaboration between countries are being encouraged with products such as "Children of the Americas" and the above-mentioned series. A meeting of television executives created the conditions for intercountry collaboration and is now leading to the creation of a Solidarity Network for Children. A well-established, subregional experience in journalism awards is being considered for broader geographical application.

27. Under the foregoing communication and mobilization criteria, UNICEF supported the viability, consistency and sustainability of national programmes of action. In 1992, work with bodies in the process of being decentralized was intensified. In this area, the initiative of "child-friendly" mayors is worth noting. Through it, efforts are being made to improve water supplies, environmental sanitation, urban basic services and CEDC programmes in the context of national programmes of action. These region-wide initiatives showed concrete advances in municipalities in Brazil, Colombia and Mexico. It is hoped that the effects of such actions will spread to other municipalities in other countries of the region owing to the encouragement to be provided by the international meeting of mayors that will be held in Mexico in 1993.

28. Work with the Catholic Church resulted in the inclusion of the child protection and development topics in the final documents of the 4th Latin American Episcopal Conference, as well as those referring to the need for the participation of women as prime subjects of the social development process.

Together with the Latin American Episcopal Council, research was conducted on child-rearing practices in eight countries. The results will be applied to the child pastoral programmes in the different countries and will serve as input for the communication and information strategies on family topics. In 1993, contacts and situation analyses will begin in several countries on programmes for children and women implemented by other church groups.

29. In some countries, the participation of different military and police units was arranged to aid in the basic tasks of universal immunization, and support was also provided for training these personnel in oral rehydration therapy (ORT). Additionally, there has been work with these units on the institutional changes that are required by the norms of the Convention on the Rights of the Child, a field in which there was also an exchange of experiences between Chile and Honduras.

III. PARTNERSHIP IN OPERATIONAL ASPECTS

30. The set of above-mentioned strategic initiatives was carried out through maximum interaction with the wide range of agencies and institutions of the United Nations system, and with ever-closer relationships with the institutions of the inter-American system and other regional and subregional institutions, as well as NGOs and other institutions of the civilian society.

31. In this context, it is worth noting that the multi-agency agreement to support the execution and monitoring of national programmes of action, established in 1991 by UNICEF, PAHO/WHO, UNFPA and USAID, was extended to include IDB and the World Bank. The Executive Secretariat of this committee, managed by PAHO/WHO, already expressed its intention to mobilize ICC to prepare for the Inter-American Meeting to Follow-up NPAs, to be convened in October.

32. The mother- and baby-friendly hospital initiative unfolded in all countries in the perspective of an integral vision of child and family welfare. In addition to fostering the practice of exclusive breast-feeding in more than 70 hospitals, this initiative generated many support groups at the community level and the commitment of private milk product companies to stop the free distribution of their products at hospitals and welfare centres in the region as of the end of 1992.

33. Following commitments received at the Inter-Agency Conference on Acute Respiratory Infections (ARI), held in December 1991 in Washington, a regional strategy was devised, together with WHO, to support and promote national ARI control programmes. To this end, a regional meeting of national agencies for ARI programmes has already been planned and funded by PAHO and UNICEF for February 1993, at Santa Cruz de la Sierra, Bolivia.

34. The cholera epidemic spread to five more countries, bringing the total to 20. Despite the severity of this epidemic, owing in good part to advances in the use of ORT and the wider dissemination of oral rehydration salts, its already low fatality rate was reduced even further during the present year. Extensive expanded programme on immunization/cholera prevention activities at the local level were carried out in several countries. Furthermore, new

impetus was given to controlling diarrhoeal diseases, with the possibility of promoting, by 1994, an 80 per cent use of ORT, up from the present 54 per cent.

35. Within the institutional commitment of UNICEF to basic education for all, programmes were initiated to promote the improvement of the quality of education, as well as its efficiency, under viable financial arrangements and the reduction of repetition rates. Efforts were made to influence national programmes through participative methodologies, strengthening the countries' capacities for producing children's textbooks and instituting multi-grade strategies to reduce disparities, particularly in remote rural areas. There has been progress at both national and local levels in support of family-based and non-formal early childhood development approaches. With regard to adult education, priority was given to education for women, youths and parents, i.e. an intergenerational perspective having greater reach. In the English-speaking Caribbean, there is growing concern about the failure rates among boys at all levels of the education system.

36. During 1992, cooperation with other agencies was encouraged, for example in the Central American cooperation programme (UNICEF/World Bank/UNDP) in respect of the monitoring and evaluation of child-related goals. Region-wide implementation of a water supply and sanitation follow-up and evaluation system for each country was supported. To this end, the Second Regional Meeting on Water and Sanitation with Goals for the Year 2000, organized by PAHO and UNICEF, and attended by representatives of the Governments of 20 countries of the region, was held in Cuba.

37. As part of the efforts to establish a baseline to analyse the evolution of compliance with national programmes of action goals and to develop relevant indicators for monitoring their impact, agreements with ECLAC and the United Nations Educational, Scientific and Cultural Organization were established; initial results are already available and will be distributed to the countries and institutions of the region in the coming year.

38. In 1992, projects were developed for the vulnerable inhabitants of border regions in the Andean countries, particularly the Venezuelan and Colombian border areas, as well as the Central American zone known as Trifinio, where El Salvador, Honduras and Guatemala meet.

39. Since the change in its leadership in 1992, the regional office has defined for itself four broad areas of endeavour: (a) support for social policy, planning and evaluation; (b) human resource development; (c) support for priority programmes; and (d) social and financial mobilization. Together, these are expected to permit UNICEF to exercise effective leadership and strategic orientation in the region, keeping in view the conclusions of the multi-donor evaluation report on UNICEF.

40. The process of strengthening the new capacities of UNICEF in the region continued through granting the status of country offices to the sub-offices in Honduras and the Dominican Republic and the status of sub-office to the Paraguay liaison office, and also by the creation of a local office in Cochabamba, Bolivia, effective in 1994. The liaison office in Cuba was inaugurated in November 1992.

41. Change was the overriding characteristic with regard to staffing. In effect, the regional director, five representatives (for Barbados, Bolivia, Colombia, Haiti and Peru), as well as a delegate representative in Jamaica and a resident project officer in Cuba, all changed; one half of these posts are now occupied by women.

42. Within this framework, a process to reinforce human resources was encouraged. This includes broadening training activities through the six regional seminars on priority programming areas and permanent support to the offices in their personnel development activities. Another effort in this area was a recruitment mission to Latin America to identify suitable candidates for international positions, which was conducted jointly with headquarters.
